

The Journal

Volume X, No. 21

Thursday, January 25, 1996

50 cents (Tax Included)



Students concerned about which school their children will attend crowded the meeting held at El Cerrito High School Jan. 10.

School boundaries prompt concerns

By Dawn Frasier

ELCERRITO—The first series of public meetings on the drawing of new school boundary lines has ended. A community meeting was held at Richmond High School Tuesday night; it was the fifth school district sponsored discussion of boundary issues. The first was held at El Cerrito High School Jan. 10.

There are "very clear threads running through the meetings," according to Cathie Kosel, the West Contra Costa County Unified School District staff member in charge of the boundaries project.

Kosel is also the current mayor of El Cerrito. That fact led to a particular concern at the El Cerrito meeting.

"Seventeen people didn't want me involved in the process," said Kosel.

A number of Richmond Annex residents were concerned that Kosel

might have a conflict of interest in her two positions. They were concerned that high school students in the Annex might not be assigned to El Cerrito High School, as they are currently.

"Some neighbors from Richmond Annex felt that Cathie had a conflict," said El Cerrito resident Howard Abelson, who also attended the meeting. "I don't think that's true."

As for himself and his neighbors, "we almost feel the annex has traditionally been a part of El Cerrito, people function here, they shop here, their children go to school here."

Kosel said later she fully realized that Annex residents can walk to ECHS, unlike even some El Cerrito residents who live farther away from the school, thus contributing to its consideration as part of the school's neighborhood.

Abelson does hope that all high See BOUNDARIES, page 14

Students respond to block schedule at EC high school

Dawn Frasier

ELCERRITO—The first evaluation of a new approach to class scheduling at El Cerrito High School shows a positive response among students.

A two-week "mock block" last fall gave students a taste of a new approach to classroom study. Rather than attending six 50-minute classes each day, they attended three double periods, three of their regular classes the first week, the other three the second.

Students will experience another mock block in March; the slightly different approach will allow for a fourth block to be added to the day.

Students were asked a number of questions and their responses. In rating their general experience, most said it was very positive (232) or positive (6). Other choices were: about the same as usual (47), negative (83) and very negative (43).

A majority of students felt the classes were "well-paced" (534) rather than seeming to drag (251), and that the longer classes were "more useful" (547), "more productive" (602), and would allow them to study more intensively (666) and to learn more, since they were completing a full year's work in one semester (568).

On the other hand, only 291 students found their classes more interesting than usual in the longer for-

mat; 185 students found them less so. The majority, 494 students, found them "about the same as usual." In addition, students were about equally divided on whether they had learned "about the same" (429) or "more than usual" (472). Eighty-three students felt they had learned less than usual.

Sophomore Miriam Abelson is among those students who feel generally positive about the program. Like a number of other students, however, she's concerned about how it will affect certain areas in the arts. She would support a change to block scheduling if the arts were well-addressed.

"The main concern most students have is that blocks will screw up the music and dance programs," Abelson said. "The arts don't so easily fit in, because you really need to take those for a whole year, not just one semester."

"They are talking about using (a different) system that will offer an optional fourth block... then kids could take band for a full year during the fourth block."

On the other hand, she said, if the fourth block is scheduled as a tutorial time for students taking Advanced Placement tests, all those students will be automatically shut out of the band program.

Abelson is a music student herself, but she won't be personally affected by the choice of scheduling. She'll See BLOCK, page 14

City Council votes for higher taxes

Albany claims exemption to court decision

By Phyllis Lyon

ALBANY—Declaring that a recent California Supreme Court decision upholding Proposition 62 does not apply to Albany, the City Council last week prepared to raise the utility users tax and the property transfer tax again this year. The 1986 initiative required all new taxes be approved by voters.

Two ordinances passed for first reading will raise the tax on telephone, gas and electric use from 7 to 7.5 per cent and the tax imposed when real property changes hands from \$8.50 to \$10 per \$1,000 of the sale price. The hikes are expected to generate \$135,000 in new revenue for the city.

Final passage, set for Feb. 5, will include a sunset clause allowing the council to cancel the 0.5 percent utility tax raise in two years if the budget picture brightens.

Though there was little public discussion of the court's ruling, in his report City Administrator

Daren Fields said, "Because Prop. 62 was a statutory initiative and did not amend the constitution, it is the opinion of the League of California Cities, the Attorney General and the city attorney that this decision does not apply to charter cities such as Albany."

Former mayor Bill Cain disagreed, however, telling the council "there are as many reasons for Albany to be subject to the ruling as otherwise. The council should consider putting the matter before the voters."

The suit, initiated in 1988 by the Howard Jarvis Taxpayers Association, averred that a Santa Clara County transportation tax was illegal because it didn't have a two-thirds voter approval as required by Prop. 62. General purpose taxes, like Albany's utility users tax, require a simple majority vote and special taxes a two-thirds vote, according to Prop. 62.

The Supreme Court's September upset of several previous lower court decisions, which had held Prop. 62 to be invalid, has caused consternation

in the ranks of cities and counties throughout the state. They complain the high court gave no clear opinion on whether the ruling was retroactive, whether taxes should be refunded or whether existing taxes should be put on the ballot. And it did not specify whether charter cities, which enjoy "home rule" rights in the constitution, are included in Prop. 62's taxing prohibitions.

Along with Albany, the charter cities of Santa Barbara, San Francisco, Long Beach and Los Angeles have claimed the court decision does not apply to them.

While some have put taxes on the March ballot for voter approval and some have cancelled taxes out, others are waiting in the hope that the decision will not be considered retroactive when and if its meaning is finally cleared up.

Meanwhile elated leaders of the Howard Jarvis group have vowed to sue again if it should be decided charter cities are excluded from the tax rollback.

East Bay cities turning 'green'

The following is the first in a four-part series.

By Greg Hugunin

EAST BAY—City governments along the I-80 corridor are turning greener every year.

Fueled by state and federal mandates and an increasing consciousness of the need for pro-active environmental policies, city council members in Berkeley, Albany, El Cerrito and Richmond are doing more than ever to combat pollution, reduce landfill use and improve natural resources in urban areas.

Being known as a "green" politician also has its political advantages. In a time when environmental consciousness among citizens in East Bay is a given, a hard-to-earn Sierra Club endorsement, which Stephanie Shakofsky, vice-chair of the club's 38,000-member San Francisco Bay chapter said the "environmental seal of approval" can be valuable in closely contested elections.

According to Shakofsky, 15 out of 28 city council members in Berkeley, Albany, El Cerrito and Richmond won their seats with the help of a Sierra Club endorsement. A combination of pressure from envi-

ronmental groups and an increasing awareness on the part of new, environmentally savvy politicians has led to an increase in pro-active, environment-friendly policies on the part of city governments, says Shakofsky.

Landfill Use Reduction

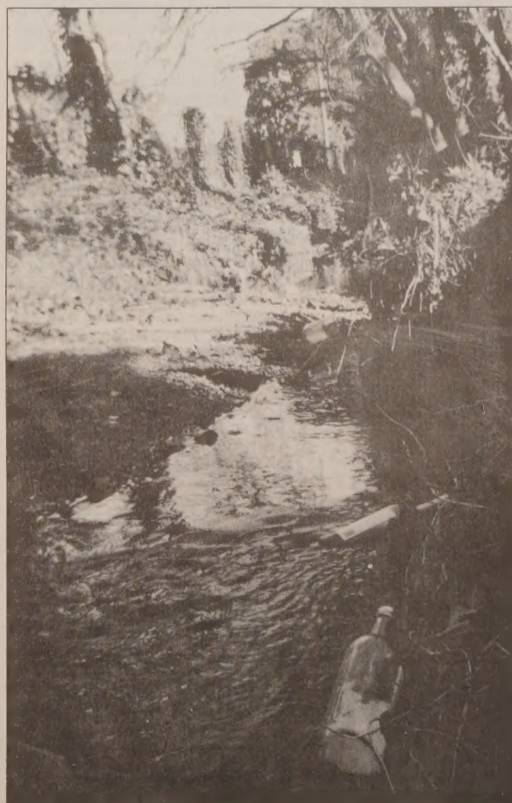
Although largely dependent on the willingness of citizens to reduce their refuse output, city governments are on the hook in terms of reducing waste in local landfills.

According to California's Solid Waste Recycling and Source Reduction Act, passed in 1989, cities are subject to fines of up to \$10,000 per day for not reducing their landfill use 25 percent by weight over the five-year period spanning 1990-95 and 50 percent by the year 2000.

Although recycling is just part of the often repeated triad "reduce, reuse and recycle," services provided by cities can have a huge impact on reducing refuse in local landfills, as well as saving energy through recycling.

Perhaps the most comprehensive recycling services offered are in Berkeley, where, according to Tom Farrell, Berkeley's manager of recycling and solid waste, "every-

See GREEN, page 14



Waste reduction and creek restoration are among city efforts.

Albany getting new public TV services

By Phyllis Lyon

ALBANY—The city's 2,704 cable television subscribers will at last have good reasons to watch Channel 17 when the new operation plan for the public access channel approved last week by the City Council gets up and running.

The current fare of catch-as-catch-can public service announcements with text scrolling up the screen will be replaced with lively videos of "the sights and sounds of people and information on specific topics of community interest," according to Bill Jones, Recreation and Community Services Director, who is in charge of Channel 17 operations.

Mayor Mike Brodsky, who was under the impression Channel 17 had "been blank for years," said, "The content of public service announcements should be to urge people to get involved rather than merely to inform them of decisions already made."

Up to nine, two- to five-second announcements will be produced annually. The first of the new announcements is scheduled to start regular airings late next month.

The new plan also projects taped

cablecasts of four city council meetings per year, times and topics to be determined by councilmembers after the new equipment is installed.

The council approved the \$10,000 needed to fund the expanded television facilities to include cable access and support equipment for city hall and the television studio in the basement of the Community Center. Century Cable, required by federal regulations to provide the public access channel, provided the funds for the video facilities under its 1989 franchise agreement with the city. Other Century money has purchased video equipment for each city school and a VCR and Camcorder for the high school as well as equipment to set up the city's studio.

The new plan will make possible an even closer cooperation between the city and the Albany High video production class taught by Bob Allegrotti. During past years the class has taped waterfront hearings, a video on the Albany Library thought to be instrumental in securing the grant for the new library and an informational earthquake video featuring city officials, among others.

Cooking up fond memories is an expensive venture

MY DEAR OLD AUNT HARRIET, up in heaven she be, must have been twirling in her grave. Last week I paid \$2 for 8 oz. of dried white beans. Thinking to recreate a favorite dish fondly remembered from childhood, for some time I'd been idly looking here and there for this particular bean, which Aunt H. called "marrowfat."

I finally found the elusive legume on a newly-installed rack at Andronico's, done up fancy in a little bag with users' manual attached. Turns out, according to Los Angeles entrepreneur Frieda Caplan, the marrow is one of the Lost Crops of the Americas. These endangered, indigenous beans are more spiritual and nutritious than their domesticated counterparts, presumably meaning the navy or the Great Northern, she says.

Aunt Harriette — that's how she spelled her name up to her death five years ago at age 91 — would have dismissed the notion of a Save the Bean movement as merely silly. What has caused her ghost to rise up and haunt me is the \$2 of her good money I spent for beans she could have bought for a nickel or less.

MY GRANDFATHER, CALLED "Pa," amassed a then-fortune in real estate. He owned slum tenements in Cleveland, houses in Orwell, Ohio, most of the stores on the main street, including the hardware store where he spent his days in dour solitude. His wife, Lottie or "Ma," and six children depended on his largesse.

Three of the four boys counted on Pa to get them out of various scrapes with women, the law and bad business ventures. He bought a hardware store in Kinsman for his pet son, Kenneth, the one who stayed put and straight, his hatred of his fellow townsman, Clarence Darrow, notwithstanding.

The two girls, Charlotte and Harriette, formed a whispering triumvirate with their mother and never left home. Together they chose husbands, a rich and much older farmer nearby for Charlotte and, for Harriette, a mild and malleable salesman who quit his job and moved in with them.

WHEN DEATH, AS I HEAR it must to all



By Phyllis Lyon

men, came to Pa. It found the whole crowd gathered around his death bed fighting over who deserved to get what. The sad spectacle stripped me once and for all of expectation or greed for somebody else's money.

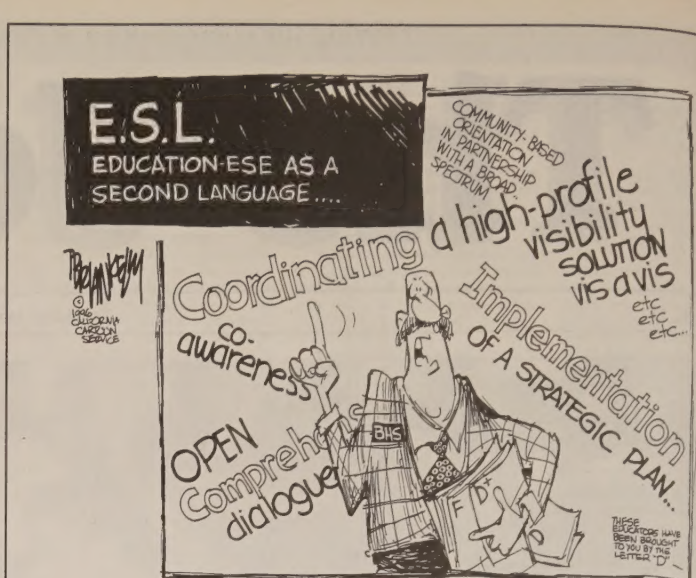
Over the years this same Death reduced the bunch to two — Harriette and Kenneth. He badgered her to make a will which, for reasons similar to Mrs. Winchester with her house, she refused to do until they stopped speaking and he moved to Florida.

It could have been her black wienie curls or her white flawless skin, but I think it was her piercing brown eyes and iron will that did it. However she managed, Aunt Harriette wound up with all the loot. She lived alone, triumphant, in the old family home going out to fix the plumbing in the rental housing herself until she was well into her eighties.

THE LIST OF HEIRS included her brother and 12 or so of my cousins. While the estate was being settled, two cousins — one a defrocked high school principal and the other a traveling evangelist — looted the house of Stickley furniture and probable collectibles. Two neighbors turned up to say that Aunt Harriette owed them for services rendered and took two big bites out of the remains.

Last year I received a check which wasn't exactly hay. There followed, however, a letter from the court saying someone had miscalculated. I had to send most of it back. Some cousins refused to send theirs back, but I don't know what became of them.

SO I RECONSTRUCTED AUNT HARRIETTE'S recipe for baked marrow beans and it was delicious — not Boston but Orwell, creamy and candied. I'm going to throw the rest of them out the window. If anybody can grow a beanstalk, she can.



Police Reports

Juvenile robbery suspect arrested in Albany

By K. Osborn

ALBANY — On Jan. 20 an Albany boy called Albany Police to report being approached by the thief who had previously stolen his watch while he was riding his bike. The subject reportedly used the same routine of asking for the time and then demanding the watch except that this time the victim immediately rode his bicycle home and called police. Officers quickly responded and searched the area locating a 15-year-old boy who matched the description. The Albany boy identified the subject as the boy who had previously robbed him. He was arrested and transported to Juvenile Hall.

On the afternoon of Jan. 19 the clerk of an ice cream shop on the 1100 block of Solano Avenue reported that a subject entered the shop, waited for the other customers to leave, then, simulating a handgun in his jacket pocket, told the clerk to open the cash register. The clerk refused and the subject demanded again. When the clerk walked to the phone to call 911 the subject fled.

At about 6 a.m. on Jan. 15 Albany officers stopped two Vallejo men in a 1979 Triumph that showed '96 registration tabs but was recorded as only registered until 1994. They were found to be in possession of numerous vending/skeleton keys. They were arrested and their car was towed.

At about 10:45 a.m. on Jan. 15 vandals threw a lemon at the window of an residence on the 1400 block of Posen Avenue and broke

it. There were no witnesses.

Between 6 a.m. and 5 p.m. on Jan. 15 thieves broke the front window of a residence on the 800 block of Solano Avenue, were then able to unlock the window and enter the house. They performed a messy prowling, stole items of value and left through the front door. Evidence was obtained at the scene and police are investigating.

An Albany woman reported that several hours after taking her car to a local car wash on Jan. 14 she noticed her cellular phone was missing from her car. There is no further information.

On the afternoon of Jan. 17 an Albany woman reported leaving her purse on the seat of her unlocked car while she went into a clinic on the 1100 block of Solano Avenue to quickly retrieve something. When she returned a few moments later she saw a man leaning through her open car window with her purse in his hands. The woman was able to grab her purse and the man fled behind the building toward Stannage Avenue.

An Albany woman reported that at about 7:45 a.m. on Jan. 17 she noticed that her fanny pack that she had left on the front seat of her car, which was parked near her house the night before, had been gone through and cash and a check was missing. The check had been cashed by the time she called police. There were no witnesses.

On the night of Jan. 17 Albany officers contacted a group of subjects near San Pablo and Brighton avenues and a 14-year-old Richmond boy was found to be in pos-

session of brass knuckles, arrested, processed and released with a Notice to Appear.

At about 2 a.m. on Jan. 17 Albany officers stopped a man when they noticed his registration tags to be 1996 but the vehicle was only registered through 1995. A check the driver revealed several minor traffic violations and a violation of probation and a warrant. Further investigation of the vehicle revealed stolen communication equipment. The man was arrested.

On the morning of Jan. 17 a resident of the 500 block of L Street reported that during the previous night his 1978 Dodge which was parked on the street, been broken into and numerous items of value were stolen.

A car reported as stolen in Greenbrae, Ca. was located on the 500 block of Pierce Street the afternoon of Jan. 20. It was damaged and the owner was notified.

Thieves entered a driveway the 1000 block of Key Route 101, stole two bikes and disappeared on the morning of Jan. 17.

During the week of Jan. 17 Albany officers fingerprinted people at their request, towed cars, responded to 14 false alarms, attended to three lost or dead animals, assisted five people who were locked out of their homes and responded to four reports of barking dogs.

Suspect threatens employee in EC robbery

By Dawn Frasier

EL CERRITO — A man who took a battery from Krager and left without paying for it, displayed a gun in his waistband to the employee who followed him, warning the employee to stand back. He then fled southbound on San Pablo Avenue.

The suspect is described as an Asian male between 25 and 30 years of age, 5-feet, 10-inches tall, 160 pounds, wearing a white baseball cap, a white T-shirt and jeans.

An employee at Stand Up Comics followed a man who had grabbed a box of comic books and run out of the store at about 5:20 p.m. Jan. 9. The man punched the store employee to complete his getaway, then fled in a black 1960s two-door Ford Mustang. The suspect is described as a white male about 20 years old, 5-feet, 11-inches tall to 6-feet tall, 200 pounds, with blond hair and a blond mustache, wearing a light blue flannel shirt and blue jeans.

A wallet was taken from a shopping cart at Safeway at about 11:35 a.m. Jan. 12. Two women orchestrated the theft, one distracting the owner of the purse, the other taking the wallet from it.

A burglar entered a home in the 2600 block of Monta Vista while the residents were home on the evening of Jan. 14. The thief entered through an unlocked door and stole jewelry.

A residential burglary was reported in the 1300 block of Gayle Court Jan. 6. Someone entered a rear window and took jewelry, electronics and miscellaneous items.

Someone entered an unlocked apartment in the 2600 block of Francisco Way between Jan. 13 and 15; clothing items were taken.

A purse was stolen from a home in the 1400 block of Elm Street between 1 p.m. and 2 p.m. Jan. 7; the thief entered and unlocked door.

A bedroom was ransacked by a burglar in the 7000 block of Cutting Boulevard sometime Jan. 14. A VCR, jewelry and clothing were taken.

The person who took a bike and a backpack from a residence in the 3300 block of Santa Clara Jan. 14 entered the home by unknown means.

The Goodyear Auto Center at El Cerrito Plaza was burglarized between Jan. 13 and 15. The garage window was broken for entry; computer equipment was taken.

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A bicycle was taken from an apartment building in the 600 block of Lexington Avenue between Jan. 19 and Jan. 20.

A checkbook and wallet were taken from an apartment bedroom during a party in the 1700 block of Liberty Street on the night of Dec. 21.

An El Cerrito resident was identified in connection to theft of two flower pots from in front of El Cerrito Florist at about 7:07 a.m. Jan. 19.

A rock was thrown through a window in the 6200 block of Cypress Avenue at about 6:34 p.m. Jan. 20.

Three acts of vehicle vandalism were reported in the 5300 block of Potrero Avenue; tires were punctured during the nights of Dec. 18 and Dec. 19. In the 1700 block of Walnut Street, someone punctured four tires in a vehicle during the night of Jan. 15.

Vehicle windows were smashed or broken in the 5600 block of Gladys Avenue at about 4:15 p.m. Jan. 13, the 5600 block of Barrett Avenue and the 1800 block of Ganges Avenue during the night of Jan. 19, and the 7300 block of Terrace Drive at about 2 a.m. Jan. 20.

On the evening of Jan. 7, someone threw a large rock at a vehicle parked in the 800 block of Lexington Street, denting it. Dents and scratches

were also reported on a vehicle in the 1400 block of Richmond Street the night of Jan. 7; a wheel accessory was also stolen.

Someone spray painted a portion of the street in the 8400 block of Buckingham the night of Jan. 17.

Property thefts from vehicles were reported in the 6400 block of Knott Avenue between Jan. 13 and 15. A front bumper, grill, license plate and the 7100 block of Plank Avenue.

The late evening hours of Dec. 13 (indash stereo), the 7800 block of Terrace Drive during the night of Jan. 13 (stereo faceplate and antenna remove stereo), the 400 block of El Cerrito Avenue between Jan. 13 and 14 (tennis shoes), the 1700 block of Nut Street during the night of Jan. 13 (grill and headlight assembly), the 2200 block of Mira Vista during the night of Dec. 29 (electronic equipment).

An El Cerrito man refused to identify himself when stopped for bicycle traffic violation at San Pablo and Potrero Jan. 17 at 12:57 a.m.

A Richmond man was arrested for possession of drug paraphernalia and marijuana at San Pablo Avenue and Wenk at 11:36 p.m. Jan. 17. White powder, identified as "crack" by the suspect, was also found.

Three incidents of domestic violence and four other domestic violence incidents were reported.

A Richmond man was arrested for using a counterfeit travel check at Target Jan. 18. A Richmond woman was also arrested for possession of the counterfeit checks.

Shoplifters were arrested at Target (an El Cerrito man, a Richmond man, a Richmond woman, an Oakland female juvenile), at Foot Locker (a Richmond man), the Emporium (two men, a male juvenile and female juveniles, residents of Oakland), and at Lucky, EC Plaza (an Oakland man and an Albany juvenile).

Letters to the Editor

Delaying tactics

Editor:

It appears that self-appointed crusader David Arkin, an Albany resident, albeit a rather recent one, has been appearing in Berkeley recently. He is trying to whip up support for his lawsuit against Albany, a lawsuit which has already lost in the Superior Court of Alameda County.

Even though the lawsuit is a loser on legal grounds, he knows that by dragging it through months and years of appeals, he can tie Albany's financial planning in knots and delay construction of the Bay Trail.

A letter from a Berkeley resident that appeared in *The Journal* Dec. 21 appears to be a logical result of Arkin's disinformation campaign. It attacks the mayor of Albany for making the perfectly reasonable suggestion that Berkeley and Albany try to resolve any differences through meetings and cooperation, rather than by engaging in a legal battle. Is that David Arkin's idea of good citizenship, encouraging outsiders to sue the voters of Albany?

The letter-writer describes Albany's voters as "uninformed." Is that what David Arkin told her? I have participated in a number of Albany election campaigns. "Uninformed" is not how I would describe Albany voters. If our Berkeley critic is referring to the Measure F campaign, she obviously wasn't in Albany when the campaign was going on. We were up to our ears in campaign leaflets. The cardroom opponents were quite effective in presenting their side. Some of them had ample financing from the Oaks Card Club in Emeryville, which does not want competition.

Not to prolong this letter, but one other point needs to be made. If someone from outside of Albany wants to criticize a decision made by Albany voters, the critic should at least read and understand what actually was voted on. It is obvious that the letter-writer from Berkeley has not read the development agreement that Albany

voters approved. It does not do what she says it does.

Bob Arnold
Albany

What about bike police?

Editor:

Thank you for writing the front-page article about crime along the BART path. For many months, I've noticed that the "Police Reports" column listed significant amount of crime on the path.

However, I am troubled by the blaming attitude of Jay Clark, commander of investigations for the El Cerrito Police Department, who states that the assaults and robberies are "crimes of opportunity" and suggests that citizens minimize the opportunity.

Yet, most of the crimes are committed in the middle of the day when citizens are merely walking or biking along the path! Have we reached the day when law-abiding people are creating "opportunities" by simply taking a stroll outside?

The main problem, which the article and Commander Clark fail to address, is that the police are not patrolling the BART path. I wrote to Chief Dan Givens months ago concerned about crime on the BART path and recommended bike patrols be used. He wrote a polite letter back but obviously nothing has been instituted.

Other cities use police officers on bikes. Wouldn't the BART path be a perfect place for this? The officers could help stop crimes in process as well as serve as a deterrent.

The police should be brainstorming about how to stop crime in our city and instituting new and creative approaches rather than putting the responsibility and blame on the citizens.

Stacy Taylor
El Cerrito

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The Journal

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Editorial Office: (510) 236-9243

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Banner workshops for Solano

Imagine the joy of 150 children, families, teens, adults and seniors from Albany and Berkeley viewing their own banner along Solano Avenue each spring for the next five years!

Sponsored by the Solano Avenue Association, free workshops will be held during February and March to design and paint one side of a banner that will be hung from the street light fixtures along Solano Avenue from May through July.

Come with your own design centered around the theme of "spring," or local artist Carole Fitzgerald will help you create one. Designs will be drawn on paper and then painted onto banner fabric with brush or sponge. It should take one or two workshops of 3-4 hours each to complete a banner.

Each workshop is limited to 10 people on a first-come basis. Children in grades K-5 must be accompanied by an adult. A \$10 contribution is requested to cover material expenses, although no one will be turned away. The purpose is to get the diverse community involved in the project.

To register, send your name, address, date of workshop and, if possible, a \$10 contribution to: SAA Banner Project, c/o Carole Fitzgerald, 906 Madison St., Albany 94706.

Workshops:
• Feb. 3 or 10 or March 2 or 9
Saturday, 9 a.m.-1 p.m.
Live Oak Recreation Center, 1301 Shattuck, Berkeley.

• Feb. 24 or March 16 or 23
Saturday, 9 a.m.-1 p.m.
Albany Community Center, 1249 Marin Ave., Albany.

• Feb. 5 or 12 or March 4 or 11
Monday, 9 a.m.-1 p.m.
Albany Community Center, 1249 Marin Ave., Albany.

• Feb. 6 or 20 or 27 or March 5 or 19
Tuesday, 7-10 p.m.
University Village Community Center, Four Corners Room, 1123 Eighth St., Albany.



A good time for all

Join the fun at the city of Albany's Friendship Club, which is now accepting applications in the Before School Program and operates from 7 to 10 a.m. Monday through Friday. Registration is at the Community Center, 1249 Marin Ave. For more information call Barbara Harris at 524-0135 or 524-9283.

Newsline

Hill volunteers sought

ALBANY — Green City Project, Friends of Albany Hill and Ohlone Greenway Committee will clear ivy from the bases of the native oak trees on Albany Hill.

Volunteers are encouraged to attend the clean up Saturday, Jan. 27 from 10 a.m. to 2 p.m.

Following the work a local botanist will lead a hike so participants can learn more about Albany Hill from a habitat perspective.

Neighborhood activists will also be available to update those interested on the Hill's

unvarnished future.

Meet at the southwest corner of Bruen's parking lot on Pierce Street. Lunch and tools will be provided.

For information call the Green City Project at (415) 285-6556.

School science fair

EL CERRITO — Bright Star Montessori School elementary students will host their Second Annual Science Fair, Thursday, Feb. 1 from 7 to 8 p.m.

Student inventions and experiments will be on display for the public to observe.

The school is located at 7140 Gladys Ave.

Meeting on bus service

ALBANY — City Council member Bruce Mast and United Riders and Transit Workers are hosting a town meeting to discuss community options for restoring full

evening and week-end bus service on the No. 43 bus line.

The forum will be held Tuesday, Jan. 30, 7:30 to 9:30 p.m., at the Gateview Clubhouse, 555 Pierce Street in Albany. The public is invited. For more information, call Beverly Battiste at 559-9276.

Albany preschool applications available

ALBANY — Applications for Albany Preschool's 1996-97 morning cooperative program will be available Saturday, Jan. 27, between 9 a.m. and noon at the preschool at 850 Masonic Ave.

Applications will be reviewed in the order received, with priority given to Albany residents. The morning program is for children who will be at least 3 years old by Dec. 2, 1996, through pre-kindergarten. There is a non-refundable \$25 application fee. For information, call Judy Sinclair at 526-8957.

Council members get a blast from the past

By Dawn Frasier

EL CERRITO — Richard and Jane Bartke had an interesting dinner party at their home Sunday. Five city council members were present, and they had no hesitation discussing politics, "in defiance of the Brown Act," said Rich Bartke.

He was speaking tongue in cheek, though. There were actually six council members present, but Jane Bartke was the only currently serving council member. The other five had each served eight years at some point between 1970 and 1980.

Each of the six had served the city as mayor as well (Bartke just two years ago).

Also in attendance at the meeting were others who served El Cerrito during the '70s: the former city attorney, city manager, finance director and city clerk. A variety of spouses brought the total to 16.

"It's a reunion we have periodically," said Rich Bartke. "We meet every few years; each time it's raucous and wild and loud."

A written "agenda" printed for this year's gathering included a variety of outrageous positions the group was ready to adopt on behalf of the city, including "adopting the L.A. police manual," for example.

"We didn't make any major decisions," said former mayor Ken Berndt. "We did decide we weren't going to overthrow the government or take over El Cerrito. We decided we wouldn't run again...too old. The other decision we made was to try to meet for lunch next year."

Former council members present at the dinner included Ernie del Simone, now judge pro tem for the municipal court, and Gregg Cook, now a Davis resident. Cook served as a lobbyist for about 15 years; last year, he and his son established a political consulting firm in Sacramento.

Berndt also served the council for eight years; he also served as chair of the county mayor's conference. A retired banker, Berndt is the husband of Pat Berndt, longtime assistant manager of the El Cerrito Chamber of Commerce.

Gary MacLaren lives in El Sobrante and presently works for Electro Data Processing; Bartke continues to practice law in Rich-

mond and chairs the Citizens Advisory Commission in the National Park System.

Former city manager Richard Brown also attended. After retiring from El Cerrito, he took a variety of temporary, interim manager positions in different cities around California.

"The League of California Cities call them 'range riders,'" said Bartke. "They fill in at a crisis."

Russ Melquist served as finance officer and assistant city manager; following his time in El Cerrito, he became city manager for the city of Willows and remains in that position.

Bill Kretzmer remained a local practicing attorney until his recent retirement; his tenure as city attorney overlapped that of all the 1970s council members.

Lucille Irish made a lifelong career serving two cities as city clerk.

"She worked for El Cerrito from the time she was 17 until she retired," said Bartke. "Then she took a job in Orinda as they were incorporating and became their first city clerk."

Irish retired from that position last year.

Sunday's reunion lasted for six hours; there was plenty of time for discussing a variety of topics, including local politics.

"We do talk about politics, but like many people getting older, we do have 20-20 hindsight," said Bartke. "We feel we did things better than anybody else."

At the time, the decisions made caused quite a bit of controversy. It was a time of transition for El Cerrito and for many other cities.

It was the 1970s council, for example, that formed the El Cerrito Redevelopment Agency.

"We took a lot of heat and lawsuits over that," Bartke said. "That's a legacy of ours."

"We went every place and any place we could find more than two people who would come together to discuss redevelopment: Arlington Park, different churches around town.... We had open hearings, then we voted for it," said Berndt.

"There have been changed I didn't expect to come by, but I still think it's been good for the city."

See BLAST, page 27

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Moms get respite with "The Poker Group"

They started when all of their children were in preschool, the kind of preschool where mothers participated once a week, at a time when few mothers of young children worked outside the home, and when young mothers needed a "Mom's-Night-Out." That was about 23 or 24 years ago.

They were all Albany moms, these seven women, and their night out was called poker. They did play poker — with stakes so low that a 25-cent win for the night was a biggie. They also talked, ate, chatted, laughed and enjoyed being together.

Actually, they started with six of "the girls," but after a few years they decided they needed a seventh because occasionally one of them couldn't attend. So they added one more. And they met every other week at one of the homes, and they played poker and talked and chatted and ate ... and they are still doing it.

"We are famous," Wendy Bakkena smiles. "Everyone knows The Poker Group."

They added another attraction rather early on. That is a weekend away together. They put in 50 percent at the beginning of the evening, and 50 percent out of every pot. When the can is full, they go. It happens about every 18 months. And they have wonderful times.

"Our children grew up with The Poker Group. They exchanged stories about the games, and dreaded when it was their mom's night to "be hostess."

The mothers all have long since started working outside the home, and have interesting and even exciting jobs. Although they play little poker these days, they do get together for dinner and on birthdays and other important events.

"We've all changed a lot since 1972," Wendy muses. She points to the new and varied careers, to different interests. "But," she adds, "we have always been there for each other and provided moral support through three mastectomies, two lumpectomies, some deaths in the families, and other of the not-so-good things that happen in families. We are just right there for the good and the bad."

It is mostly weddings now, since their children are of that age.

The first wedding and the only grandchildren so far are in Ingrid Haney's family. Ingrid, who has two boys and two girls, and now two grandchildren, is a school yard monitor at Marin School. She is active in Job's Daughters.

Ingrid also won the pool they created for the first grandchild. At each meeting they would empty the change in their purses into a mug. Ingrid had two grandchildren within a month of each other, so the pool was spread between the two.

Kathy Mills, who has two boys, is now a program planner for doctors at UC San Francisco.



Community Folk

By Clara Rae Genser

Hers, Wendy says, is the most exciting job, for she travels all over the world finding sites for programs, meetings, and seminars, and then back again for the actual planning of the event. Because her husband does not like to travel, she occasionally takes Wendy with her when she has to attend fancy dinners or other events. Wendy loves that.

Marlene Kiset (two girls) teaches third grade at Marin School.

Fay Brehm (one boy, one girl) and her husband have a grape business. They have vineyards in Oregon and Washington, and he makes wine. Fay works as secretary.

Diane McNenny (two girls) works as administrative assistant to the pastor at Northbrae Church. She is in charge of the many weddings held there every Saturday.

She is also a school board member of the Albany School Board.

Helen Meyer (one boy, one girl) and her husband own Meyer's Sound Labs in Berkeley.

And Wendy Bakkena, whose husband works for IBM, is in real estate.

Wendy had contacted me some time ago about a young man who was drafted by a major league baseball team. I enjoyed writing that column. So I was interested in this woman who took such delight in her friends and her community. She was born in Australia. Her father, a soldier in World War II, was stationed in her mother's home town, where they met and married. After the war they returned to Northern California, where Wendy was raised.

She met her husband, George, at Chico State, and they moved to Albany in 1968 when he got a job in the Bay Area.

"Somebody told us about this great little town right next to Berkeley," she remembers. And they have made it their own.

This was fun. Learning about a good group of people who haven't strayed, who have made good lives for themselves and their children, and have remained a part of the community as well as each other. Good story. I liked it.

Wendy Bakkena's letter was most welcome, and her follow-up chat was so enjoyable. I thank her for contacting me about this heart-warming story.

And I invite all of you to do the same. Interesting people, events, organizations, occupations, etc. Please write to me at 555 Pierce St., #443, Albany 94706, or call 525-4585.

Albany PTA Council News

By Peggy Thompson

It's AHS Showcase time

"An active and interactive Open House at Albany High." On Wednesday, Jan. 31, Albany High School presents its Showcase '96. This event, billed as "a Winter Carnival," begins at 6:30 p.m. and continues to 9 p.m.

The entire community is cordially invited to come and learn about Albany High School's many academic and extracurricular activities.

Bruce Downing, the AHS teacher who coordinated both last year's and this year's Showcase, says that this year's event is timed to coincide with eighth-grade registration for high school. "We want to give parents and students alike a view of the wide variety of offerings at our high school. Not everyone knows how much we do here."

Looking at the planned program, I'd say the offerings are varied indeed.

There's a French Bistro where you can order croissants and watch French language students perform real-life dramas. You can test your scientific knowledge against the AHS Science Bowl team, who will be practicing their famous quick-answer techniques. Math students will show you how to use the latest in graphing calculators, an essential

piece of equipment in today's math classes.

In a different mood altogether, Romeo and Juliet will be in their places on balcony and street, pondering the fate of young love. At 8:30 p.m., the AHS Chorus will perform in the Little Theater. Those interested in hearing the AHS Band can look in on a rehearsal. And the AHS Gallery — where you can meet the artists — is open for viewing.

Extracurricular clubs will be represented at information tables outside the classrooms. Ecology Club invites you to learn about Midnight and Buckshot, their two adopted whales.

The Computer Club will show you how to surf the Net. The AHS Theater Ensemble will present skits from its upcoming review, "Stages of Love." The champion AHS volleyball team will demonstrate a scrimmage or two in the gym. (If there's space available, you might be invited to join them on the court!)

AHS Conflict Resolution Managers — students trained in this increasingly important skill — will engage visitors in conversation about important issues of our times. An AHS counselor will be on hand as well to answer questions about

academic or extracurricular matters.

New to the Showcase this year is the Berkeley-Albany-Emeryville League of Women Voters, who register eligible voters for the March elections. You must be older to register. However, if you are under 18, you can still register for the mock election, new activity at the high school sponsored by the League.

Students participating in the mock election will register to receive election materials as ballots and non-partisan ballot information, and will vote in ball at AHS. This project by the Education Committee is designed to teach students to decipher language and to engage in the democratic process.

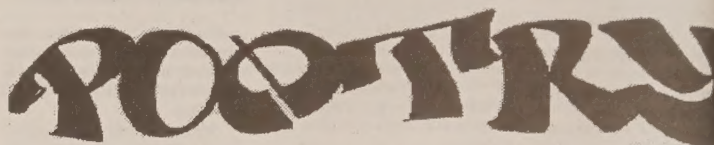
All in all, Showcase '96 will be like a great time for everyone. Come and see what our high school students are learning these days.

Meetings This Week

The Albany Board of Education is holding a special meeting this week to discuss facilities planning.

The meeting is Tuesday, Jan. 30 at 7:30 p.m. at Cornell School. Albany Middle School PTA meets Thursday, Feb. 1, at 7 p.m. The topic is science education. AMS.

All interested parents are invited to attend.



Students wrote these poems during workshops with Poet-in-Residence Judith Tannenbaum. This project is funded in part by the California Arts Council, a state agency, and the National Endowment for the Arts, a federal agency. Poetry headline created by Alec Scott, MacGregor High School.

THE STREETS

The streets are like a huge playground. You just pray you don't get lost or in over your head.

The streets are like a program everyone has a place.

The tourists tour the bums beg the dealers deal.

The streets are like a fishtank full of different fish. They talk, they laugh, they sing, they cry, they all have a wish.

The streets are like a carnival full of sights to see.

The sadists and the healers. The vendors and the dealers. They crowd around me.

Jeremy Scott, MacGregor High School

A ghost is like fog floating in the sky.

Evan Ware, second grade, MacGregor Primary School

Dolphin, Dolphin, Why do you swim in the water? I am a water animal. I am the queen of the water.

Mary Stegall, second grade, MacGregor Primary School

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Albany Fire Department News

Make fire safety a priority

John Weltzel
Albany Fire Department

Recently read a tragic newspaper article regarding the death of a year-old boy and his father. Both were overcome by toxic gases in an early-morning house fire. The fire originated in the garage around 7 a.m. Investigators suspect the father awoke first and attempted to wake his son. The father was found in the hallway floor 10 feet from the front door. The boy, who took refuge in the master bedroom closet, was found less than 2 feet from the back door.

Fire department officials say the fire may have been burning up to a half-hour prior to neighbors calling 911. Firefighters found one smoke detector in the residence. It was unknown whether the detector was functioning at the time of the fire. Firefighters stated no smoke detector was activated upon their arrival.

No one can say whether or not an escape plan or multiple smoke detectors would have saved their lives. Smoke detectors will give you more time to get out of your home, thereby increasing your chances of survival. Could they save yours?

In an effort to reduce fire fatalities

ties the Albany Fire Department provides several classes and services for local residents and employees.

Albany firefighters will install smoke detectors in your home for only \$9 each. The installation is free and senior citizens receive a \$2 discount. We also provide CPR, First Aid and Home Safety classes to prepare individuals in the event of an emergency.

The Albany Firefighters encourage everyone to practice an emergency escape plan at least once a month. If you need help establishing your escape plan, contact the Albany Fire Department at 528-5771, ext. 433. You may not get a second chance.

Red Cross offers wet weather tips

The following tip list is a reminder to prepare ahead of time for the unpredictability of Mother Nature. We will soon be into winter in Northern California that means rain. Here are steps you can take before the heavy rains come, to be ready in case of flooding.

Know your area's flood risk
Know which areas are most likely to flood; that will tell you which areas you will want to seek in case of flooding.

Learn about your community's warning signals: If they have any, that they sound or look like, and what exactly does it mean when you get this warning.

Prepare a Family Disaster Plan
Be sure you have flood insurance. If not, get flood insurance. Keep insurance policies and all important documents in a safe, watertight area.

Make sure your family has an escape plan. If possible, you should have two escape routes from every room in the house. Everyone should know the floor plan on every level of the house.

Know where the main electric service box is located for your house as well as the water service main and

natural gas main. Instruct all members of your family on how to shut these items off.

• Have a plan to care for your pets.

• Meet with your neighbors and formulate a plan for the neighborhood. Know your neighbors' special skills, such as medical or technical. Also be aware of elderly people or infants in your neighborhood; they both have special needs. Also know the evacuation routes from your community and the location of emergency shelters.

• Learn about escape routes and procedures at work and at schools.

• If you know rain is coming and you are aware there's a threat of flooding, make sure your car is in good condition and full of gas.

Other items to know and do
• Always remain calm when executing a disaster plan.

• Stage periodic mock disaster drills. Preparation can save lives.

• Conduct a home hazard hunt. This includes repairing defective electrical wiring and leaky gas connections, fasteningshelves securely, placing important objects on lower shelves for easy access, securing water heaters, repairing cracks in

ceilings and foundations, and storing flammables in safe places.

• Post emergency telephone numbers by phones.

• Teach children how to call 911 and what information to convey.

• Teach family members how to use emergency tools such as fire extinguishers. Test and recharge emergency equipment according to manufacturer's instructions.

• Designate an out-of-area person to be your emergency contact. Be sure everyone knows how to contact this person. If your family gets separated this can be your method of communication.

• Pick two places to meet: one just outside your home and another outside of your neighborhood, in case the area around your home is unreachable.

• You should have an emergency kit for your car in addition to a primary disaster kit. Primary kits should include the following:

1. A three-day supply of water or the equivalent of one gallon per person per day. Water should be replaced every three months.

2. Non-perishable food, such as ready-to-eat canned meats, fruits and vegetables.

Decisions pending on schools

By Dawn Frasier

EL CERRITO—The El Cerrito Planning Commission will have to make decisions concerning two private schools in upcoming weeks.

City planner Ed Phillips said Tuesday the commission may hold two meetings in March in order to consider applications from Tehiyah Day School and Bright Star Montessori School.

Both applications may gener-

ate significant public comment; two meetings (perhaps the regular meeting and one special meeting) would allow the commission to spread out its work, he said.

The decision has not yet been made, however. Among other factors, in-progress environmental studies for each project must be completed, leaving 20 days for public comment on them before the commission hearings.

Tehiyah Day School wishes to expand its facility and student

population. Bright Star Montessori wishes to move its site several blocks away to a property on Navellier Street. Bright Star requested that its application be heard in March; the application has been in the works for several months.

Phillips said a misunderstanding of certain correspondence indicated for a time that Bright Star had withdrawn its application for purchase of the Navellier property (from a private owner). It had not.

Albany Chamber of Commerce

By Fern Luoma

Waste Management of Alameda County a new member

The Albany Chamber of Commerce welcomes the new membership of Waste Management of Alameda County (WMAC) which provides comprehensive recycling and integrated solid waste management services through the transfer station in San Leandro, the material processing facility in Oakland and the landfill and resource recovery facility in Altamont. WMAC is a subsidiary of WMX Technologies, Inc., the world's leading environmental services company.

Julie Taylor, Environmental Educator for WMAC, coordinated the development of recycling information and the implementation of an expanded recycling program for Albany residents and businesses last fall. Residents received a blue bin and a yellow bin to replace the original three white buckets. Businesses now have the opportunity to participate in the program at no additional charge. The program now accepts materials such as computer paper, window envelopes, milk cartons, juice containers, phone books, magazines, catalogs, junk mail and narrow neck plastic containers.

To help the community adapt to the program, Taylor developed several attractive and easy to understand information pieces, including a postcard featuring Solano Avenue, a brochure, and billing inserts that were very well received. At the Solano Avenue Stroll last year, Waste Management had a recycling truck in the parade and a booth to provide residents with information. She was delighted to be approached by many residents who were excited about the new program. "I was even asked if the Solano Avenue postcard graphic was available as a poster which was a great compliment," she said. "Albany residents were enthusiastic about recycling to begin with, and this positive attitude has helped make the program very successful."

A native of Leicester, England, Taylor has worked for Waste Management for a year but she is not a newcomer to education of garbage. She was formerly a teacher for eight years in San Francisco before taking a communication and information specialist for a non-profit environmental resource organization. She was attracted to the world of environmental services from a San Francisco State University course called the Geography of Garbage. "On a field trip to a transfer station I was shocked by the amount of garbage that daily ends up in landfills. I decided to make changes in my consumer and lifestyle habits. I use cloth grocery bags instead of plastic or paper, reusable plastic containers instead of plastic wrap, and I compost my food scraps in a worm bin which effectively reduces my weekly garbage. I wanted to find a position where my teaching skills and environmental interest could be combined, and my current position is a perfect match."

Taylor has several areas of responsibility including making presentations at elementary schools with CYCLER, Waste Management's four-foot-tall robot who dances and sings about recycling, representing the company at local festivals to provide recycling information to the general public, and acting as a liaison for city staff. "It's difficult to describe a typical day because no two days are really alike which makes them simply fly by," Taylor commented. "I particularly enjoy being involved in the creation of outreach material and working with a designer. It is very rewarding to see finished pieces just



Julie Taylor of WMAC

before they go out to the public and to know they will help people participate in recycling efforts in their communities.

Taylor welcomes the opportunity to speak with community groups about solid waste management and recycling. She can be reached at 613-8795. Also she would like to remind Albany commercial customers, both large and small, that recycling services are available at no additional charge.

"Businesses such as Cafe Crayon and Walker's Pie Shop are already taking advantage of the new program. They are reducing their garbage and effectively helping the city meet state mandated waste diversion goals." Businesses interested in the recycling program can call Recycle America, a division of Waste Management at 613-8720.

Country and Western Dance

Kick up your heels and come to the Soroptimist International of Albany/Albany Education Foundation Country and Western Dance, Saturday, Feb. 10, 7 to 11 p.m., at the Veteran's Memorial Building, 1325 Portland Avenue.

Activities planned for the evening include a Bar-B-Que rib dinner with all the trimmings, door prizes, raffle, silent auction, prize for the "best dressed" country western attire and music and dance lessons by disc jockey Linda Chavez.

The dinner dance will celebrate the Albany Soroptimist Club's Golden Anniversary.

Pre-purchased tickets are \$15 per person and \$18 if bought at the door. For additional information call Pat Tscharner at 525-3902. Tickets are available at the Chamber of Commerce office, 1108 Solano Avenue, weekdays between 10 a.m. and 5 p.m. and at Arrow Glass Company, 640 San Pablo Avenue.

Free financial planning seminar

Virginia Cambour, enrolled agent, owner of Tax and Bookkeeping Services, and Martha Madrid, financial consultant from Merrill Lynch, are co-sponsoring a free financial planning seminar. Both Chamber of Commerce members will discuss the "Financial Foundation Report," a critical individualized estate planning organizing tool.

Featured speaker will be G. Scott Ralston, resident Vice President of Oakland Merrill Lynch. The seminar will be held Wednesday, Jan. 31, from 7 to 8 p.m., at Cambour's new office location, 851 Ramona Avenue. Due to limited seating an early RSVP is encouraged. Refreshments will be served and there is ample street parking. To make a reservation or for additional information, call Cambour at 524-7739 or Madrid at 549-4037.

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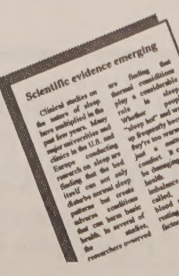
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Anchor steam brewing

Local media follies: Fierce-looking Channel 7 anchor Terilyn Joe has a new employment outlook to go with the new hair, her "fiber optic" hairdo now gone. But it may not be a long-term outlook.

KGO-TV general manager Jim Topping tells me that his salary negotiations with the female half of his all-Canuck 6:00 anchor team have concluded, and that "we now have a handshake agreement." I'd heard reports that Joe was asking an outrageous amount (over \$500K) to re-up with the ABC station, but with Disney due to take over, "cost containment" is no goofy concept. Not that Topping has been throwing large sums of money away, save Pete Giddings' recent fat contract. Three veteran floor directors at Channel 7 were recently let go.

Plus, Topping is a pretty fair poker player: During his negotiations with T.J., he had an ace up his sleeve. Actually, an anchor — a replacement for Joe set to go if contract talks collapsed. Namely, the telegenic Vikki Liviakis, recently a reporter on Westinghouse's syndicated "Day And Date." Liviakis is an ex-KFRC Radio newswoman who went to KCRA in Sacramento to co-host short-lived magazine series, "The West."

Topping confirms Liviakis was ready to go. "In these negotiations, you have to have options," said the wily Channel 7 boss, not disclosing what Joe will be paid with her new deal, saying only, "It's well within this market." Translated, this probably means Joe won't have to worry about the bank bouncing when she writes checks.

Co-anchor Richard Brown's recent renewal with Topping was for only a year, not exactly a resounding vote of confidence as Channel 7's 6:00 ratings continue to slip (the station's still number one, but KRON's gaining, and KGO finished third one night last week). When I asked Topping how long Joe's new deal is, he replied dryly, "She has some security." Again, not exactly the response that might cause Joe to buy that

retirement home in Sea Ranch.

Brave New Mega-Media Corporate World: KPIX Radio and TV staffers received a charming New Year's greeting/memo the other day from their human resources department telling them all about parent company Westinghouse-CBS' new sick-leave policies. The easy, three-step DCM (Disability Case Management) procedures:

1) If you're too sick to work, you must call DCM's 800 number on the East Coast to report your illness; 2) then, call your supervisor at KPIX when he/she arrives; 3) finally, expect a call back from a DCM case worker on the East Coast — to verify you've made a doctor's appointment.

I have in my possession a copy of this little corporate billet-doux, which may also be the first correspondence KCBS Radio employees receive from their new corporate parent.

"It's ridiculous," said one disgruntled KPIX news staffer. Surprisingly, one top Channel 5 exec agrees: "It's silly," he says, "There aren't enough case workers for one thing; it's impractical." Apparently, after thousands of irate phone calls from members of the CBS-Westinghouse "family," that policy has been changed. Now you have to be sick for seven days before you must call DCM.

Heaps of Stories: You and I may find Men's Warehouse boss/TV pitchman George Zimmer's voice about a soothing as a strip-mining operation. But it's music to Channel 2 reporter/producer Craig Heaps' ears.

Heaps left this week (along with KCBS anchor Lois Melkonian) on a week-long story-gathering trip to war-torn Bosnia. The Oakland resident told me before leaving, "There are so many poignant human-interest stories in Bosnia. I just had to go do some."

Heaps, also a CNN stringer, pitched the idea to KTVU for a "Segment 2" series during February, "but they found the cost too high. They encouraged me to find a corporate sponsor." So that's just what Heaps did. Finally, after 30 tries, Heaps finally found a sympathetic exec — Zimmer, who guaranteed the cost of Heaps' travel and that of his photographer. Zimmer's Men's Warehouse will sponsor Heaps "Segment 2" four-part series in mid-February. "Not many people know this," added an appreciative Heaps, "but Zimmer has quietly been sending clothing to Bosnia." Heaps says with a chuckle, "I

New York Times Magazine Puzzle

LISTEN CLOZE-LY

BY CATHY MILLHAUSER / EDITED BY WILL SHORTZ

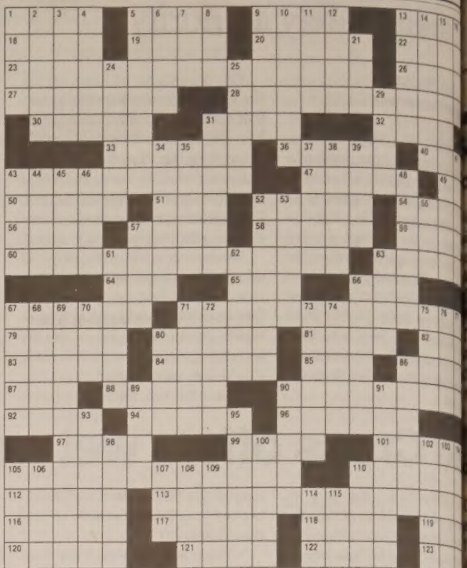
ACROSS	DOWN	ACROSS	DOWN
1 Use a juicer	52 Knack	90 Niagara barrel-rider's reaction?	6 Tax-deferred svgs.
5 Kind of polish	54 Bluefin et al.	92 Puppet	7 Manner
9 With a bow, to Stern	56 Elm City collegians	94 Emits powerful beams	8 Wechsel test figures
13 Ill-suited	57 One of TV's Mavericks	96 Models	9 Pianist Chasins
18 Laura's lover in "La Gioconda"	58 What "vore" means	97 Dropped in the drink	10 Muzzle loading aid
19 Turkey neighbor	59 Regarding	99 1939 film site	11 Tot spot
20 Tom Arnold's in-laws, once	60 Train, as some sheep?	101 King Arthur's father	12 Caen's river
22 City on the Arkansas	63 Kind of couch	105 Farmers' specialty group?	13 Voice
23 Francis Bacon question to Shakespeare?	64 E.R. cases	110 Maligned	14 I.V. league?
26 Doctor	65 They loop the Loop	112 Beauty parlor procedure	15 Like some dogs' coats?
27 Long-winded speeches	66 Cinque follower	113 Black-and-blue Scot of yore?	16 The Beatles' "— Her Standing There"
28 Utensils for overgrilled steaks?	67 How some vaccines are given	116 Extra	17 Makes lace
30 Hagar the Horrible's wife	71 Orchard worm's average diet?	117 Simon Legree's creator	21 Like Chianti
31 Captain once played by Omar Sharif	79 Decided collectively	118 Carry on	24 Fleming and Guggenheim, e.g.
32 H.S.T. was one	80 Sal of "Exodus"	119 Abound	25 Bigger than big
33 Thalia and sisters	81 Violinist Leopold	120 Disheveled	29 — daisy
36 Items to be cut	82 Blacktop	121 Hankering	31 Wipe out
40 Space for a ship	83 "Dallas" mom	122 Poet translated by FitzGerald	34 Nolan Ryan team
43 Bette Davis's era?	84 "Pomp and Circumstance" composer	123 "— perpetua" (Idaho's motto)	35 Emulated a raven
47 South American ostriches	85 Year in Leo IX's reign	DOWN	37 One of a mythical ennead
49 Provokes	86 1965 Tony winner for "Marat/Sade"	1 "Curious George" co-authors	53 Noosecaster's need
50 Casts	87 Model T contemporary	2 Cain raised him	55 50's Burmese P.M.
51 "Up, up and away" company	88 English actor Davenport	3 Blue shade	57 Wine or hair quality
		4 Truffle relative	61 Destined for success
		5 County of eastern Ireland	62 "If I — Rich Man"
			63 Mystic
			66 Aussie lassie
			67 Manifest

have no credentials except I really want to do these stories. I've never been to Europe." Heaps explains, "For years I've been watching (CNN reporter) Christianne Amanpour's great two-minute pieces from the war zone. As good as they are, they'd be even better as four- or five-minute stories, which is what I'll be doing. And I'm not going to do stories about the troops. There have been plenty of those."

The Stanford grad says good-naturedly: "My biggest fear, that of not going at all, is now three fears: One, the fear of failure; two, fear of the unknown — lodging, food, etc., once I get there; and three, of course, fear

of getting killed."

MULTIMEDIA NOTES: Melkonian's reports from Bosnia start on KCBS this morning, if all goes according to plan ... Among those who've been interviewed to take over for the hard-to-replace Laura Zimmerman on "Mornings on 2" is ambitious KRON reporter Claudia Cowan. That may explain why I spotted Cowan at the lavish Fairmont Christmas party thrown by KTVU boss Kevin O'Brien and his pal, "MO2" interviewer Steve McPartlin ... A local radio talk host (who happens to be Jewish) calls KSFO's apparently pseudonymed right-wing pit-



46 Differently	68 Lumberjacks' contest	78 Come across as	104 Bowling button
48 Inactive	69 In the rear of some Johns?	80 Start of something big?	105 Roosevelt transport
52 Have empathy with	70 Wahine's accessory	86 Perfect	106 Tannin
53 Noosecaster's need	71 Naps	89 Actress Chase	107 A.A.R.P. members
55 50's Burmese P.M.	72 Perspective	90 Walk destination	108 Perfume name
57 Wine or hair quality	73 Sheraton competitor	91 Dormancy	109 Shawm, descender
61 Destined for success	74 Meshy material	93 Backslides	110 Nintendo
62 "If I — Rich Man"	75 Libran's stone, maybe	95 Scattered	111 Take it in spin
63 Mystic	76 Tabla player's music	98 Sans resources	114 Afternoon hour
66 Aussie lassie	77 By any chance	100 — ski	115 Proscons
67 Manifest		102 Champagne "high"	
		103 Some native New Yorkers	

bull talker Michael Savage "the Vladimir Zhirinovsky of local radio. Plus, they're both closeted Jews." The source asked not to be named, lest s/he be subject to a Savage counterattack. I asked Savage a while back if he were Jewish, and if his real name is Weiner. Savage refused to answer ... The nationally popular Dr. Dean Edell, who calls the KSFO talker "the Savage Weiner," also has signed a new contract with KGO, Topping says. Channel 5 had shown some interest in Edell's services ... Finally, here's a good joke for this coming weekend, passed along by KGO Radio's Ronn Owens: Q. What do you call a group of

millionaires watching the Bowl? A. The 49ers!

Questions or Comments: Write Bill Mann c/o Hills Newspapers, 5707 Redwood, Oakland, 94619. You can e-mail me at newsman@nhn.net

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East Bay Events

Voices' and new director at La Peña

Voices: Bay Area Lesbian Choral Ensemble will present an evening of celebrating women loving women at La Peña Cultural Center on Sunday, Jan. 27 at 8 p.m. La Peña is located at 3105 Shattuck Ave., Berkeley. This will be the first full-scale concert by Voices as directed by Valerie Brown, recently appointed music director and conductor. The program will include a wide variety of musical styles from songs written by members of Sweet Honey in the Rock, to tongue-in-cheek originals to an original work written for Voices. Admission is \$10, and tickets will be available from La Peña, 849-2568. The concert is wheelchair accessible, and it will be sign-language interpreted. We request that audience members refrain from wearing scents.

Don't miss tonight's episode

Contra Costa Civic Theater presents a world premiere of an original megawatt comedy, *A Good Lawyer, A Sacred Trust*, on Sunday, Jan. 27 at 8 p.m. Tickets are \$3. For reservations call 528-2416.

A Good Lawyer is a hilarious situation and serial comedy mode for theater instead of television. Its story centers on a wholesome young man from a small town in South Dakota who comes to work as a lawyer in San Francisco. Of course, he ends up living next door to some of the most eccentric people on the planet.

The regular cast of the show consists of accomplished comedians who have performed successfully at the Contra Costa Civic Theatre. They include Mark Whipple as the midwest-bred attorney; Phil Reed as his news reporter friend; Andrew Gabel as the neighborhood gossip and fashion critic; Cindy Kinnord as the local emotional therapist; Eric Bellus as the swashbuckling Shakespearean actor who is always in character; Erika Vergeer-More as the lady in black who writes vampire novels; and Dan Cofer as Stan the handyman, a character impossible to describe with the written word.

And yes, there is a love interest, played by the beautiful Paola Franceschi, a villain played by the dastardly Aubrey McClellan. Other comedians who have performed from Bay Area stages make frequent guest appearances.

Works on paper at the Giorgi



Sheila Holderness, Berkeley printmaker, will show her works on paper/monotypes and etchings Feb. 1-18 at the Giorgi Gallery, 2911 Claremont, Berkeley.

Her exhibit comprises black and white works — Holderness says she is preoccupied with gradations of black and shadows as well as black and white contrasts.

She has included "The Swanks," "a series that pokes fun at the hoipolloi," "Same Old Jazz," inspired by her respect for modern, aka progressive, jazz, and "Killer Hats," which asks the question "Can ordinary hats be viewed as sinister, or are they merely eye-flytraps for the sinister women who ordinarily wear them?"

Swanks: "Step on my foot again and you're dead meat, Buster."

Gallery hours are 11 a.m. to 6 p.m. Wednesday through Saturday, 11 a.m. to 4:30 p.m. Sunday.

Holderness, whose professional degree is in law, has long been involved in creating, selling and exhibiting her art here and in New York.

Other place, another time



"New England Living Art Treasure" Margaret MacArthur will sing at Julie's place Sunday as part of a series of acoustic music concerts.

The performance begins at 7 p.m. at 1553 Posen (near Monterey) in Berkeley. Tickets are \$8 in advance, \$9 at the door (\$2 less for seniors, half-price for kids 11 and under). Call 548-8708.

Among MacArthur's recordings are "An Almanac of New England Farm Songs" made under the auspices of the Vermont Historical Society, and

Mountain Ballads and Broadside. She plays guitar, dulcimer and harp.

Hungarian piano prodigy plays

Laszlo Holics, 15-year-old Hungarian piano prodigy, will present a recital at 8 p.m. on Saturday, Jan. 27, at the First Unitarian Church of Berkeley. The concert commemorates the 50th anniversary of the death of Hungarian composer Bela Bartok.

Holics is a student at the Franz Liszt Music Academy in Budapest, Hungary. He began his music studies at age 4 and won the Piano Competition of Budapest at age 9. He has performed extensively on Hungarian radio and television and has given prize-winning performances throughout Hungary and a number of European countries for the past five years.

As part of the program, David Schneider, a Bartok scholar, instructor and Ph.D. candidate at UC Berkeley, will present a discussion of Bartok's music.

The First Unitarian Church of Berkeley is located at One Lawson Road in Kensington.

Suggested donation to the Bartok Memorial Concert is \$17, or \$10 for students and seniors. For tickets and information, call 521-7398.

The concert program: *Rondo No. 1*; selections from *Mikroskosmos*; *Hungarian Folk Dances*; *Allegro Barbaro*; *Old Dance Tunes*, and *Suite*.

More East Bay events next page



'Lettice and Lovage' opens at Live Oak Theatre Friday.

Broadway comedy at Actors Ensemble

Lettice and Lovage, Peter Shaffer's memorable comedy, opens at 8 p.m. on Friday at Live Oak Theatre, 1301 Shattuck (at Berryman), Berkeley. Produced by Actors Ensemble of Berkeley, the city's oldest stage company, the Broadway hit will be on stage Friday and Saturday evenings through Feb. 24, plus one Thursday evening — Feb. 22 at 8 p.m.

The New York Post calls *Lettice and Lovage* "an evening of enchantment and delight"; USA Today calls it "hilarious."

Lettice Duffet is a tour guide at Fustian House, one of Britain's least stately, least interesting historic homes. But she doesn't let historical facts stop her. She begins to embellish her lectures to such an extent that they become romantic (and comic) theater pieces in themselves. She soon becomes so uninhibited in her "history lessons" that her boss, Lotte Schon, fires her.

All is not lost, however, least of all the humor. Lotte gradually be-

comes fascinated with Lettice's charm and zest for life, and realizes her erstwhile guide brings special joy, plus a lot of smiles, to those who see her and hear her. Eventually, the two become bosom buddies and forge an alliance to spread good cheer.

Peter Shaffer is one of Britain's foremost playwrights. Other well known plays are *Amadeus*, *Equus*, and *Five Finger Exercise*.

Andrea Pruseau is staging the comedy for Actors Ensemble. Featured in the *Lettice and Lovage* cast are: Debra Blondheim, Doug Gordon, Stephan Hopkins, Shelley Johnson, and Brenna Wardell.

For reservations, call 528-5620. Admission is \$8, with discounts for groups of 15 or more.

This is the second production in Actors Ensemble's 1995-96 season. Neil Simon's comic-drama *Lost in Yonkers* will be on stage in April and May. *A Chorus of Disapproval* by Alan Ayckhoun follows in July and August.

Adams sets the Kronos dancing

Fans outside Hertz Hall pleaded for spare tickets.

By Marilyn Tucker

A ticket for almost any concert by the classically trained, experimentally driven Kronos Quartet carries with it a guarantee of high musical adventure. This was certainly true when the Kronos made a single appearance at Hertz Hall on Friday. The concert, featuring two Bay Area premieres, including one by Berkeley composer John Adams, had long been sold out. When my companion and I strolled up the hill toward Hertz, the walks were lined with hapless folks carrying ubiquitous signs that pleaded for a spare ticket. Inside the hall, there was the pleasant buzz of anticipation. This was an audience holding out for a dose of exhilaration, and it was not to be disappointed.

Adams wrote *John's Book of Alleged Dances* specifically for the Kronos two years ago. It's an often witty bunch of 10 short pieces, written mostly in a style of antic perpetual motion. The performers-violinists John Harrington and John Sherba, violist Hank Dutt and cellist Joan Jeanrenaud—kick up their heels on a more-or-less equal basis.

Adams has also added to the mix a prerecorded rhythm track composed of sounds from a "prepared" piano, similar to what could be expected in the experiments of John Cage 50 years ago when nuts and bolts were placed side by side with piano strings to see what would happen in the sound department.

While "John's Book" has yet been choreographed only in the composer's mind, the temptation is there to visualize the action. Adams has contributed explanatory notes indicating that what he had in mind

included everything from an alligator slithering up and down a Macy's escalator to a lament for a season without baseball.

The treats included "Dogjam," in which first violinist Harrington carried out an assignment of furious hillbilly fiddling as if possessed. A "Pavane," in which Adams al-

lowed as how he saw a teenaged girl surrounded by stuffed toys, offered the sweetest of tunes played in the highest registers of the cello by Jeanrenaud.

Adams' post-minimalist stance was jazzed up by a palette of lush harmonies. Rhythmically, the dances were often over the top, the momentum dizzy and fresh. That "Alligator Escalator," by the way, was the last word in sonic weirdness. Adams' paean to San Francisco's streetcars, in "Judah to Ocean," was another keen amusement.

At the opposite point of the musical compass was the other Bay Area premiere, South American composer Osvaldo Golijov's *The Dreams and Prayers of Isaac the Blind*, in which the Kronos was joined by virtuoso clarinetist David Krakauer. Based on Jewish folk traditions varying from the prayers of Jewish holy days to raucous and engaging klezmer music, the music is as stunning in thought as it was in performance on Friday. Following Krakauer's superb lead, the music was soul-searching and beautiful. The audience loved it, giving the Kronos, Krakauer and composer Golijov a fiery ovation.

The program was rounded out with quartet arrangements of Harry Partch's *Two Studies on Ancient*

See KRONOS, page 8



Jennifer Chapman and Brandi Nicole Wilkins in 'The Heidi Chronicles.'

Chronicling the women's movement can be fun

By Phyllis Lyon

The Contra Costa Civic Theater leaps into the New Year with a brittle-bright production of Wendy Wasserstein's current history of the battle of the sexes, *The Heidi Chronicles*. The prize-winning comedy plays weekends in El Cerrito through Feb. 24.

Taking "chronicles" literally, Heidi charts the course of the so-called "women's movement" in a series of episodes occurring between 1965 and 1989 as lived out

by Heidi Holland and her chums. The old question, "What do They want?," first posed by Freud and echoed ever since by self-mystified men everywhere, is turned around to become "What do We want?"

With the question to this day unanswered, Wasserstein lightens up on feminism with satirical jabs at women on the front lines. She covers 25 years in two acts and 13 scenes laced with a sharp wit and been-there wisdom the movement can always use more of.

Set firmly in the time with music

and topical references, Heidi's chronicle opens at a high school dance in 1965. As it is throughout the play, Men and whether they're necessary is Topic A. She and her friend-for-life to be, Susan, sit on the sidelines scoping out boys who look like Bobby Kennedy and can "twist and smoke at the same time."

The satirical highlight of Act I is the 1970 meeting of a consciousness-raising rap group in a church basement with hugs, "I love you's"

French farce breaks a mold

By Renana Polt

Loli, wife of Laurent and mother of two little boys, sure looks fetching in an apron. An apron and nothing else.

But Laurent is too busy chasing other women to appreciate the fact. Leave that to Marijo, a butchy lesbian whose hippie-style van breaks down in front of Loli and Laurent's house, and who stays to dinner. And breakfast. And lunch.

The movie is *French Twist*, and it's French all right, with a unique twist on the hoary old sex triangle. But if the characters' sexual preferences aren't the stuff of classic drama, the format and tone — broad bedroom farce — are. A thoughtful, quiet study of the ambiguities of sexual identity *French Twist* is not.

Loli is played by Spanish actress Victoria Abril (*Tie Me Up! Tie Me Down!*, *Kika*), who radiates frisky sexuality. Marijo is played by the film's writer/director, Josiane Balasko, better known in France than here. With mannish haircut and boxy shape, Balasko (who's straight in real life) looks so dikey that Loli's sons at first mistake her for a man.

But though she may look tough, Marijo knows how to be tender and understanding. Making no secret of her sexual preference, she comes

See HEIDI, page 8

See TWIST, page 8

East Bay Events Continued from page 7

Opus 14, all by Bartok, and Liszt's Tarentella.

Dorfman drama and discussion at UC

UC Berkeley Center for Theater Arts presents Ariel Dorfman's *Death and the Maiden*, directed by Joy Carlin, Wednesday through Saturday evenings, Jan. 31 and Feb. 1, 2, and 3 at 8 p.m.; Sunday matinee Feb. 4 at 2 p.m.

The play will be staged at the Durham Studio Theater on the UC Berkeley campus.

This moral thriller strikes at the heart of human rights issues: How can we keep our innocence once we have tasted evil? How can we forgive those who have hurt us irreparably? These questions are addressed by this joint project of professional theater artists and UC students.

The stage production includes a company of professional artists: Valerie deJese, Julian Lopez-Morillas, Ernesto Ravetto and Joy Carlin. In addition to the production, the Center for Theater Arts and the Human Rights Program of the Townsend Center for Humanities will sponsor *Torture and the Dilemmas of Reconciliation*, a symposium on human rights issues raised by the play. Guest speakers include Eric Stover, Charles Henry, Vincent Iacopino and Sylvia Garma. The symposium will be on Monday, Feb. 5 at 4 p.m. in Durham Studio Theater. Admission is free.

An open discussion with director Joy Carlin will follow the evening performance at 8 p.m. on Wednesday, Jan. 31.

Tickets are \$4 students and seniors, \$6 UC faculty and staff and \$8 general admission. For information on tickets and reservations call 642-9988.

Plano takes to dance music

On Sunday, Jan. 28, Seth Montfort, pianist, will perform *A Tropical Festival*, featuring Villa-Lobos' Brazilian Cycle, Godowsky's Puppet Shadow Plays from the Java Suite, Montfort's A Dozen Tropicanas, Benjamin's Jamaican Rumba, and selections from Nin-Culmell's Cuban Dances. Concerts are at 1 p.m. at the Giorgi Gallery, 2911 Claremont Ave., Berkeley, 849-4967, and at 3 p.m. at the Metropolitan Community Church, 150 Eureka St., San Francisco, 415-731-3355.

Admission is \$5 at the door.

Fun for everybody

Cal Performances presents STOMP, the invigorating, percussive and maniacally entertaining stage sensation from the UK, for seven shows only, at 8 p.m. Jan. 30 through Feb. 4, at 2 p.m. Feb. 3, and at 3 p.m. Feb. 4 in Zellerbach Hall on the UC Berkeley campus.

A bona fide hit since its overnight success at the Edinburgh Festival in 1991, this eight-member percussion/dance/comedy team creates finger-snapping, toe-tapping rhythm out of everything but conventional instruments, appealing to audiences of every age and aesthetic disposition, the New York Times calls STOMP "a surefire crowd pleaser with a rock-and-roll heart."

Tickets are \$14, \$20 and \$26, through 642-9988 and at BASS outlets.

Twist

Continued from page 7

on gently to the frustrated Loli. Both have been disappointed in love, and being able to talk openly about her feelings seems like a new experience to Loli. From there, it's a short step to expressing physical affection (but not too physical — there's nothing graphic in *French Twist*).

Though Loli is non-judgmental about Marijo's gayness, husband Laurent hates lesbians — especially when they've captured his wife's affections. His jokes about dikes and fags aren't particularly funny, but they could be hurtful if Marijo treated him as anything more than an annoying child.

Laurent's ideas are, in fact, pretty antediluvian: "Men can screw around," he declares, because "it has nothing to do with love, with a

capital L." He expresses these sentiments to his buddy Antoine (Ticky Holgado), a divorced man who hasn't seen his own kids in 12 years. Fooling around has its downsides, admits the seemingly carefree Antoine, an amusing character who's dropped halfway through the film.

Loli's unabashed affair with Marijo upsets Laurent to such an extent that he takes his troubles to an elderly prostitute (no doubt she has a heart of 24-carat gold, and why does this character seem so familiar?) who advises him to compromise and accept.

The compromise involves a never-on-Sunday clause, with the rest of the week split evenly between Laurent and Marijo. This arrangement works out OK for a

while, even rekindling Laurent's lukewarm passion for his wife.

Complications arise when Marijo's former lover and her current amour show up, providing Laurent with an opportunity to get back at Marijo. The next development seems contrived, but it does contribute an unexpected new slant to the *menage a trois*.

French Twist, a sunny take on the fluidity of sexual identity, is appropriately set in the sunny Luberon area of southern France. No matter who you bed down with, the film suggests, the outcome will be happy.

And these characters do, in fact, live happily ever after — more happily, given another unexpected final French twist, than you can imagine.

Heidi

Continued from page 7

and words like "male-establishment power base" thrown around with enthusiasm. Suzanne Henry's rendition of the foul-mouthed, militant lesbian in army fatigues — "Either you shave your legs or you don't!" — is a hilarious winner.

Jennifer Chapman matures from high school girl to famous art historian with the right perplexed grace as Heidi, the "serious good person." Chapman's finest moments are in the delivery of three lectures. Before each act, she is the serious-humorous professor presenting a slide show on bypassed but great women artists in history. In her address to the alumna of Miss Crain's School, Chapman effectively provides the play's moving climax.

Heidi's pals through the years typify different aspects of feminist angst. Susan, well played by Brandi Nichole Wilkins, portrays the power lawyer who goes Hollywood. Cherielyn Ferguson plays serially "a perfect Hostess cupcake," the

leader of pickets protesting an all-male art exhibit and a married Southern belle.

Henry also plays a laughing wedding guest, a pregnant woman at a baby shower and tops her first-act robustness as a squawking TV show hostess. Rounding out the "to have it all or not" group, Annamarie Matthews triples the fun as Becky, Clara and Denise.

Not surprisingly Heidi's men are nothing but trouble. Others are mentioned as near-miss husbands and the two on-stage loves of Heidi's life fall short as well.

Scoop Rosenbaum, "the charismatic creep" who rises to fame as publisher of the magazine *Boomer*, demands and finds a wife who will stay home with the children. Alexander Grunner bristles with male ego as the cheating Scoop, but comes off more caustic than charismatic. Heidi's other love, played by Richard Love, is a gay pediatrician and therefore destined to do the office of Best Friend at play's end.

Wasserstein's well-deserved claim to fame rests with her skill in the witty one-liner dialogue which drives *The Heidi Chronicles* merrily along up to, but not including, its conclusion. In an apparent attempt to answer the serious questions she has posed, Wasserstein's pointy satire turns to mush.

At the final curtain, how is an audience to interpret the picture of the formerly feisty Heidi sitting Madonna-like in a rocking chair holding her newly adopted little girl while "the light floods in from the left," not coincidentally the title of Heidi's best seller? Is it more satire or Wasserstein's suggested cure for feminine weltschmerz? Just asking.

In her CCCT debut, Wendy McGlothlin has directed the cast of talented actors, who are also new to the E1 Cerrito stage, with the sureness no doubt bred of in-depth familiarity. Another "Heidi" McGlothlin recently directed broke attendance records at the Townhall Theater in Lafayette.

Trader Joe's fav composer is Mo

MusicSources this presents Joe Coulombe founded Trader Joe's in California and reshaped and consumer marketing.

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Kronos

Continued from page 7

Greek Scales and Feldman's *Structural Partch* pieces. Harrington wending his a fanciful melodic whose melancholic was heightened by the tuning in which Partch experimented.

The Feldman *Structural* maintained the high a composer who refused on the bandwagon of loud for its own sake. Again, a unique series of sonic tions producing a raptur that was its own best

Please recycle this newspaper

Winter Fun - from the Bay Area to the Sierra

On the Skiline

by Charlie Coane

I have a great grasp for the obvious when I say that men and women are different. Well, among other things, that certainly applies to skiing and equipment. No longer are various models of skis, for example, just a different color for women. Now there are

specific performance features designed just for women and the choices for skis and boots for women are huge.

Women can now find ski boots that are designed to meet their anatomical needs. The upper part of the boot, for example, is wider than many men's boots to fit a woman's lower calf...while the heel area is narrow to keep a woman's heel snugly in place. Some boots even have heel lifts to accommodate the Achilles tendon and position the skier to move forward on her skis. And in general woman's boots will be lighter than men's boots. Special technical features are being built into woman's skis.

Generally female skis are somewhat lighter and have a softer flex, making it easier for a woman to turn the skis. And the binding mounting points are farther forward on women's skis than they are for men. And for good reason. A woman's center of gravity is in her hips and thighs, while a man's is more in the abdominal area above the waist. Because of the anatomical difference, a woman's weight tends to fall back on the tails of the ski, making turning the ski a bit more difficult. The solution is to mount the bindings a little farther forward than the bindings would be mounted for a man.

All of these special features for women are just part of the recognition by skiing manufacturers that the ski equipment market is now driven by what people's needs are and what people want.

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"...Berkeley Iceland offers various levels of lessons for both figure or hockey skating..."

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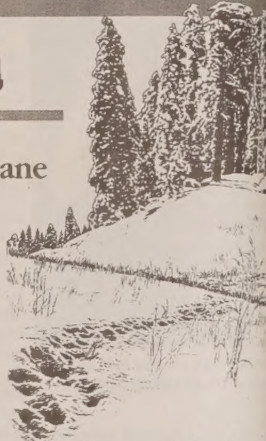
So whether it will be your first time reintroduction, go and experience the fun of Berkeley Iceland.

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Lowell Cohn

You've got to love Switzer

me credit

We get ready for the Super Bowl, there's a rising tide of sentiment against the Cowboys, have to admit I feel sheepish about today's column which is in the name of Dallas coach Barry Switzer. If the very notion of something nice about Switzer comes up the wall, sorry. But it's a side of Switzer most people don't get to see.

In 1980 Stanford was playing Alabama in Norman, and I flew early to write a Switzer piece. Switzer ran a wildly successful program, as you probably know, and he also had a reputation for being insincere, well actually, for being a real slime ball.

Days, his reputation is great. He's perceived as a football fool, an antidote to the success of the boys, although somehow he's on them to the Super Bowl. Anyway let's get back to time ball days. I had arranged an interview in advance, phoned a secretary from California and said everything was set. But I walked into Switzer's early one morning the secretary said, "Barry isn't here." I mumbled something to the effect, "Slime ball."

The secretary must have seen a shadow cross my face because she did not worry, Switzer had an intention of doing the interview. It seems he'd driven to Alameda City early in the morning—I think it was for a show—but things got weird and now he was stuck. The secretary showed me Switzer's office. "Sit behind my desk," she said. "He'll be here." And that's exactly I did. I lounged in Switzer's office, checked out the photos on the desk, peeked at the return address on his mail, drank the tea his secretary brought me, and out the window, read a book and in general acted like I owned the place. Every once in a while the secretary would cruise by and say, "You comfortable?" she'd

after about 45 minutes the range. I picked up the phone. "Lowell, it's Barry." I was the impression Switzer was giving from a pay phone. He was apologetic for keeping me waiting and asked if I was comfortable. I interviewed him for an hour, although it could have been longer. It was the only time I'd ever interviewed a guy who was sitting at his desk and not standing at a pay phone somewhere else. You'll excuse me for making the comparison, but I just don't see that happening anywhere else.

I say, George Seifert or Bill Walsh, cut to the game, which Stanford won, 31-14. That was John Elway Era, and although Elway wasn't very good and Stanford finished the season 6-6, the Cardinal would rise up once a year and crush some powerhouse team. This year it was Oklahoma's turn. It was a crushing loss for the Sooners. It just wasn't supposed to happen, not to lose to those heads from Palo Alto, although Oklahoma went on to a record and won the Orange

thought Switzer would probably show his true colors in the game. Make excuses. Be a slime ball. But when I walked out of the Stanford press room, there was Switzer. He was smiling. "Elway is great," he told me in the tone of a connoisseur who appreciates fine wine, even if that quality just

Hannah and her partner ice dance among the stars

By Peter Mentor

Three years ago Hannah Lawler went to a birthday party that changed her life.

She was 10-years-old and it was an ice skating party. The young girl fell in love with the sport.

Hannah discovered she was good at ice skating.

She learned quickly and soon was competing in freestyle skating, but after eight months her coach noticed something extraordinary about her physique.

Hannah has soft knees. She was encouraged to try ice dancing, a related sport that uses the techniques of ice skating combined with dance.

Ice dancing requires a skater to have a certain feel for the ice, from where the dancing expression "soft knees" comes.

"The coaches and judges spotted her," said her father Bill Lawler, a math teacher at El Cerrito High. "There is something inherent about the way she skates. You need to get down and have your legs bent to be smooth. Dancers really glide over the ice."

Hannah also performs ballet. She was Clara in the Berkeley City Ballet's "Nutcracker" this winter.

Her dancing ability must have been evident, because she was asked audition for then 13-year-old Scott

See HANNAH, page 11

Berkeley's Hannah Lawler and partner Scott Stewart skated at the U.S. Ice Dancing Championships in San Jose last week.



Panthers had just a bit more

By John Gardella

With a little more rotation left in their shots, with a bit more spring in their legs, and with a tad more will in their hearts, the St. Mary's Panthers boys basketball team outlasted DeAnza in overtime Tuesday.

St. Mary's (8-9, 2-2 ACCAL) outscored DeAnza (9-10, 2-4 ACCAL), 16-14, in a wild overtime game for its second ACCAL win, 94-92.

Nothing comes easy for this young Panthers team. So, in keeping with its psychological profile—and coming on the heels of a Nate Fripp free throw which had given the Panthers a 93-89 lead—Brendon Cooke fouled center Jeremiah Parker, who was attempting a 3-pointer with three seconds left.

Parker converted all three foul shots, cutting the lead to one. But James Bryant broke long on the inbound pass and was intentionally fouled with two seconds left. He hit only one free throw, but SM kept the ball and was able to run out the clock.

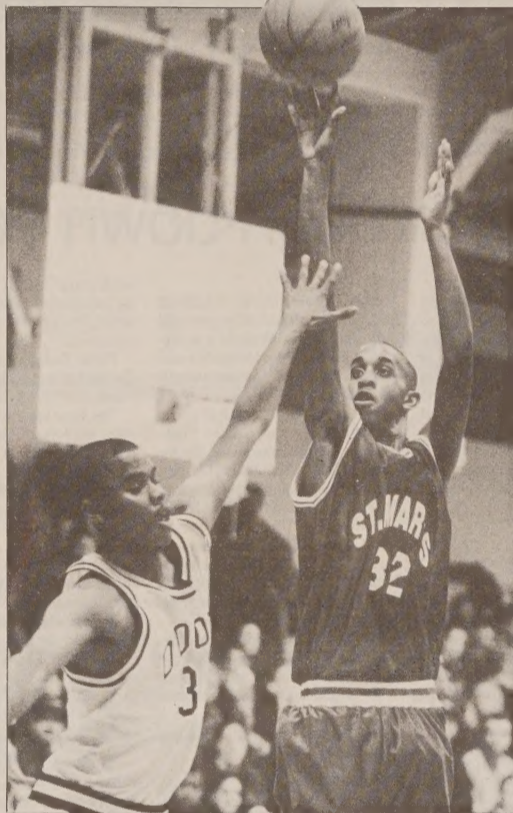
Five Panthers scored in double figures, led by Miles Dade's and Daniel Shaw's 18 points each. Bryant came off the bench to contribute 15. Fripp had 13. DeAnza's Aaron McCoy had a game-high 26.

It was a game devoid of any semblance of defense and that allowed for slashing, sometimes spectacular, moves to the basket. It was the type of game that crowds hope for and that coaches pray against.

"Our defense stunk," Panthers coach Jose Caraballo said. "Most of DeAnza's points came in the paint. We have to learn to rotate on defense."

Both teams implemented a fullcourt press, which

See PANTHERS, page 10



Daniel Shaw (and Miles Dade) led St. Mary's with 18 points in overtime win over De Anza Tuesday.

Scoreboard snafu can't halt Jackets

By David Martindale

Berkeley High's boys basketball team kept its perfect Bay Valley Athletic League record intact last week, posting two wins. The Yellowjackets beat Pittsburg by the skin of their teeth, and downed Liberty by a slightly more comfortable margin.

Last Wednesday, Pittsburg took Berkeley to overtime before finally succumbing, 85-81, in a wild game.

Saleem Mahdi and Tay Spears combined for 44 points for Pittsburg, and it was Mahdi who hit the shot that knotted the game at 69-69 as time was running down. Berkeley's Dilone Richard had a chance to win it with a layup at the buzzer, but missed. Richard redeemed himself with seven points in the extra period and he finished with a team-high 16.

The Jackets carried a 50-46 lead into overtime, and although Pittsburg never took the lead, the Pirates refused to quit. With :40 remaining, Marcus Williams grabbed a pass from Richard and slammed it home to put Berkeley up 66-63. Spears answered six seconds later with a pair of free-throws to bring the Pirates to within one. Richard was fouled and sank two free-throws of his own with :28 left to play to give the Jackets a 68-65 lead, but Derrell Lewis grabbed an offensive rebound and scored to make it a one-point game again. Byron Vincent went to the line with :14 to go and a chance to ice the game for the Jackets, but he could only make one of the free-throws.

That gave the Pirates the break they needed. With just five ticks on the clock, Mahdi hit a 10-foot jumper to tie the game.

Then all hell broke loose. The scoreboard mistakenly displayed a 70-69 Pittsburg victory and the fans stormed out of the bleachers, mobbing the players. While the Pirates celebrated what they thought was a dramatic win, the police and school staff tried to clear

See JACKETS, page 10

Lady Cougars lose big, stay unbeaten

The Albany High girls basketball team chose to dwell on the positive aspects of its loss on Tuesday. At least as many positives as can be gleaned from a 20-point defeat.

The Cougars fell 73-53, to a bigger, stronger Alameda squad, but the setback was more of a step forward for Albany, now 6-12 and 1-4 in Alameda-Contra Costa Athletic League play. Albany showed improvement on both offense and defense, individually and as a team.

"They hustled the whole game and crashed the boards a lot better," said Cougars' coach David DeHart. "It was a 20-point loss, but I think we played well. We need to start peaking. We've been practicing hard and it pays off."

Freshman forward April Johnson

had the best game of her career, leading the Cougars with 21 points. "As a freshman I'm just glad to be on varsity and help the varsity as much as I can," said Johnson.

Johnson scored the Cougars' first eight points, finishing with 12 in the first half.

"April stepped up her game, especially on defense and that helped her offense," DeHart said.

Johnson's points were not enough to stop the Hornets, however. Alameda had four players score in double figures, led by Jenny Quan who poured in 19. Dafina Dailey added 15, mostly from the paint for Alameda. Staci Chinn scored 14 and Kari Wong tallied 11.

After Johnson scored the first points of the game, Alameda went

on an 11-0 run to build an early lead.

The Hornets used a 2-minute span in the second quarter when they outscored the Cougars 12-2 to stake themselves to a 37-18 lead.

Albany whittled away at the advantage, cutting it to 38-27 early in the third period. But the Hornets answered with eight straight points, five of them coming from Quan, including a 3-pointer.

The lead bulged to 20-points late in the third quarter, but a charge by the Cougars made it close one last time. Johnson's free throw with 6:13 remaining capped an 11-2 spurge

that brought the Cougars to within 55-43, but then they ran out of gas. Alameda went on a 14-1 tear to put the game away.

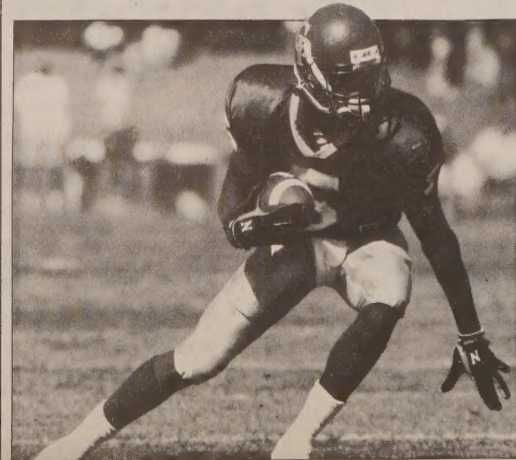
Another bright spot for Albany was forward Liana Bean. Bean scored 8 points and played pesky defense to give the Cougars a spark. "Bean had her best game of the season," said DeHart. Veronica Cursh finished the game with 13 points for Albany.

Turnovers continue to plague the Cougars. Albany coughed up the ball 33 times and frequently had trouble inbounding the ball. "We threw it away too many times," DeHart said.

Albany plays St. Joseph at home tonight.

—David Martindale

GIRLS
Alameda 73
Albany 53



Kamil Loud, who played at EC, broke receiver records in SLO.

EC's Loud has great soph year at Cal Poly

Kamil Loud, a graduate of El Cerrito High, and a wide receiver at Cal Poly-San Luis Obispo, was recently named to the third team of *Football Gazette Magazine's* NCAA Division I-AA All-American team.

He was also named to the first team of the American West Conference.

Loud, a 6-1 sophomore wide receiver, was ranked second in the nation in Div. I-AA this past season, with a 99.82 average receiving yards per game.

With 1,098 yards receiving, Loud is now the all-time single season reception yardage leader at Cal Poly. His 57 catches last year ranks him second at the school in single season receptions; and he is the third receiver at the school to catch nine touchdowns in a season.

Loud also broke a 1948 record at Cal Poly with 254 yards receiving on Oct. 21 against Sacramento State, which eclipsed the old record by 40. He finished the season with five straight 100-plus games.

BHS no longer unbeaten

By David Martindale

Berkeley High's girls basketball team faced off against Monte Vista Tuesday in a battle of Bay Valley Athletic League unbeaten. Both teams came in with 14-4 records. Both teams were 4-0 and tied atop the BVAL standings.

Unlike other big games, this one lived up to the hype.

Ashley Kokjohn hit a pair of free-throws in the waning moments of a back-and-forth battle to give Monte Vista a 53-52 win and sole possession of the league lead.

Just as President Clinton was giving his State of the Union speech, Berkeley grad Gene Nakamura was delivering a state of the team message to his squad. He started a different lineup than usual on the bench, leaving three players who had not been giving a good effort in practice. Center Shavaki Jackson and point-guard Tiffany Green both got into early foul trouble and Nakamura was forced to sit them both for the second quarter.

"There was some ghost officiating and that hurt us in the second quarter," Nakamura

See GIRLS, page 10

Berkeley needs big 2nd half to get to playoffs

Can Cal's Higley turn Jackets' soccer around?

By Gray Cathrall

In the search for top high school coaches, sometimes you get lucky. When Berkeley High hired Cal star soccer player and team captain Todd Higley last fall, it signaled a turnaround in its boys soccer program.

Though he just turned 23 and won't graduate from Cal until this spring, Higley, still playing for the Bears, was voted Cal's defensive MVP this year and was named to the all-PAC 10 team. He may be the perfect person to turn around BHS faltering program.

As a four-time member of the California Olympic Development district and regional teams, he also was a three-year all-league player for Monte Vista in Danville.

For two summers he played for the USA Puma All-Stars, touring Brazil and Argentina while still in high school.

To no one's surprise, he was recruited to play soccer at Cal by coach Dave Chaplik, but after one year, the Golden Bears brought in Mark Mallon from Yale to head the program. Higley remained one of only three players to play all four years for Cal, and for the past two years he was named team co-captain.

"That was probably my biggest honor," he said. "Being named as

team captain means your peers look at you for leadership, and it means you have earned the respect of your coaches."

Higley, a 5-foot-8 midfielder, has been the anchor of Cal's defense since 1992, starting 15 consecutive matches before suffering a broken leg in October of his junior year.

He, goalkeeper Adam Rosenblatt and Jeremie Perez, Cal's leading scorer last season, became the senior leaders in 1995.

Cal tied Clemson when the Tigers were ranked No. 5 in the country; tied top-25 USF, and lost a close game to No. 4 Santa Clara. But the Golden Bears finished 6-11-2, a disappointing end to Higley's college soccer career.

"It was frustrating," he acknowledged. "Before college, I had never played on a losing team. We had a lot of talented players at Cal, and a coach who cares more than most. We just couldn't seem to win."

Far from discouraged, the competitive Higley is passionate about his soccer. After graduation in May, he plans to continue coaching at Berkeley High and will keep playing semi-pro soccer in the USISL with the San Francisco All Blacks. There's a possibility of law school ahead, with thoughts of working for the FBI or being a sports agent.



BHS coach Todd Higley: 'I'll always stay involved with soccer.'

Or remaining a coach. "I'm a very competitive person. I just don't see myself sitting behind a desk," Higley said. "I'll always stay involved with soccer."

With his experience and enthusiasm, no one will be surprised to see Berkeley battling his alma mater, Monte Vista, for top spot in the league by next year.

Gauchos suffer through down year

By Gray Cathrall

It's not a matter of greed. It's having high expectations that counts, says El Cerrito coach Robert Sackey. In the three years since he revived girls soccer at the school, his team has advanced to the North Coast Section playoffs twice, including hosting the school's first-ever NCS playoff game last year against top-ranked Carondelet.

The Gauchos are struggling this year, however, and are in jeopardy of not being among the top six teams in the league to make the ACCAL playoffs.

Last Friday EC tied Skyline, 0-0, in a game of frustration for both coaches. The Gauchos are mired in eighth place at 2-2-1, while Skyline (3-2-2) moved to a fifth place tie with Albany.

Earlier in the week, El Cerrito received a 1-0 forfeit win from Richmond when, due to player suspensions resulting from a fight on Jan. 12, the

Oilers didn't have enough players. After four days of practice, Sackey expected big things from his players against Skyline, but saw the few goal-scoring chances go for naught.

"Both teams were really hungry for a win," Sackey said. "We dominated in the first half, but Skyline played a real strong second half. We had some chances, but couldn't seem to finish."

Skyline is a strong defensive team with some physical players, and successfully turned back scoring opportunities by Meka Kahn and Tiffany Okubo in first half, and Nina Accorno and Emily Compagno in the second.

Sackey had to bolster his defense by moving center midfielder Wen-Yee Choi back to sweeper and putting star forward Okubo at midfield. The result was predictably a lack of offense, though a solid enough defensive effort to limit Skyline to just three shots on

goal. Kahn has been moved to halfback from fullback because of her powerful shot, and Miriam Abelson, a sophomore midfielder, also has made a successful transition from defender to halfback this year.

"We should have been able to win against Skyline," said Sackey. "Individually, we have more talent. Skyline is not a team we should tie. The girls were very disappointed after the game. They knew they didn't play well."

With a game Friday against undefeated Bishop O'Dowd, and games over the next two weeks against Alameda, Albany and St. Joseph, all above EC in the standings, it'll be a struggle to get into the playoffs.

"It's going to be tough the rest of the season," admitted Sackey. With an eye on the future, EC has added a JV team to its program. Coached by veteran

youth soccer mentor Lauri Rissanen, the junior squad has compiled a 3-1-1 record, though only six players have experience.

Robin Parks, Amy Ho and Patti Chaiyasit scored goals in Monday's 3-0 shutout of St. Joseph.

The Gauchos earlier had tied De Anza and lost to Piedmont, the only ACCAL school with a continuing JV girls soccer team. De Anza, Salesian, Richmond, St. Joseph and St. Mary's are all first-year JV teams along with EC, as girls soccer throughout the league builds for the future.

Standouts for EC have been team captain Elena Alonzo and Kelda Gragg, both defenders, and goalie Monica DeLaRosa, who has limited opponents to just 1.2 goals per game.

Ho leads the team in scoring with six goals.

—Gray Cathrall

Girls

Continued from page 9

said. The Mustangs took advantage of their opportunity and built a 30-24 halftime lead. But BHS fought back

Panthers —

Continued from page 9

many times resembled five stationary obstacles on a bumper-pool table. All the offensive player had to do was navigate the ball around the bumper and he or a teammate would have an uncontested shot at the basket.

"When Fripp and Shaw were out of the game the press broke down," Dade said. "They seemed to be the only two moving out there."

At times, the only player on either side who seemed willing to downshift into third or second gear was Fripp. After leading at the half, 41-35, the Panthers got outscored by 10 points in the opening of the third quarter when the Dons opened with a 12-2 run. SM trailed, 59-54, heading into the fourth.

The Panthers sent the game into overtime when Dade scored his seventh point of the fourth on an improbable tip-in. Trailing by two with 40 seconds left, Jones went strong to the basket, but had the ball roll in and out. The Panthers, clearly the better conditioned of the two teams, were able to control the offensive boards until Dade reached high over two defenders and tipped the ball in for a 78-78 tie.

Dade, who had a game-high 15 rebounds and a resounding dunk in the first quarter, played perhaps his best game of the year.

"We didn't let fatigue get to us," the senior said of his team's hustle. "Everybody wanted this win real badly."

Correction

In a Jan. 18 story about the El Cerrito High boys basketball team, Jamaar Cotright was incorrectly identified as one of the players suspended from the team for fighting. Jamaar's twin brother Jamaal was the player suspended.

Jackets

Continued from page 9

the court and the coaches and officials worked to straighten the mess out.

"I thought, 'this can't be,'" said Palley of the scoreboard confusion, "But I wasn't worried as long as they corrected it."

And correct it they did.

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Jackets' coach loses to former team, Monte Vista

After starting the league season with a convincing 4-0 win over Pinole Valley, Berkeley's soccer team (1-4) has struggled against the usual strong teams in the BVAL.

De LaSalle delivered the Yellowjackets a 4-0 defeat in their second game of the season, and Berkeley lost its goalie, Avery Cohn, to a broken foot.

That set in motion losses to Liberty, 2-1, Pittsburg, 1-0, and 3-1 against Monte Vista.

Going into Tuesday's game with the latter, there was a lot of emotion for BHS coach Todd Higley. He was a star player for Monte Vista for four years and helped coach it to an undefeated season and league title last year.

"I wanted to win desperately," he admitted. "We went into the game thinking we could win. We were not looking for a tie. With 10 minutes left, I really thought we'd win."

The Mustangs had taken a 1-0 lead at the half and went ahead, 2-0, early in the second half. Jose Fernandez connected on a breakaway shot off a nice feed from Andy Samberg less than 10 minutes later to bring the Jackets to within a goal.

Fernandez had an earlier chance to score, and when Remy Tennant stole the ball and broke clear for a shot on goal, Higley had thoughts

of a win against his former

But Tennant's shot was right and, after Fernandez, Monte Vista's defense shut Berkeley for the final 15 minutes.

"We've spent a lot of time on defense," Higley said. "We have to improve our offense."

Berkeley dominated much of the game, but came just one of its five scoring opportunities. Monte Vista had chances and scored on all.

"We lost to them 3-0 last season. We played better this time," Higley said. "The second half was our best year."

In spite of the loss, Higley some personal satisfaction.

"It was weird watching Monte Vista. I could see they were some things I taught them last year."

The goal of getting to the playoffs has become more obvious. Higley remains fully committed to the task.

"The plan now is to go the rest of the season. We're La Salle, Monte Vista and Valley at home, and that's our back is to the wall," said, "but there's still time to get to the playoffs as an team."

—Gray Cathrall

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Onyenegecha spells W-I-N

By John Gardella

El Cerrito's center Onyenegecha has a name which may be difficult to spell or pronounce for some, but if she continues to improve on the court, people may have to learn in a hurry.

But Onyenegecha (pronounced O nila way OWNYA neg getcha), who was eligible for only the final four games of last season, is still learning herself.

Prior to the start of the basketball season, EC's girls coach Donna Wood said her center "had all the talent in the world" but that it was raw.

Tuesday against Kennedy High people got a first-hand look.

Onyenegecha scored 12 points and pulled down a game-high 16 rebounds, in leading the Gauchos

(3-16, 2-4) past Kennedy, 41-23, in an Alameda-Contra Costa Athletic League game. She and Quiana Johnson accounted for 25 of the team's points and pulled down 23 of EC's 33 rebounds.

What makes Onyenegecha's numbers all the more impressive is the fact she did all that work playing in only 19 of the game's 32 minutes.

Wood didn't use the 6-foot-2-center in the first quarter and then removed her with five minutes left in the fourth with EC leading, 35-19.

Onyenegecha, who is one of the ACCAL's top rebounders, owned the boards from the beginning of the second period. She pulled down 10 rebounds in the second, as EC extended its lead to 19-11 at the half. Until Onyenegecha was replaced midway through the fourth, the Gauchos outscored Kennedy (1-15, 1-7

ACCAL), 25-13.

In the second and third quarter the junior had 10 shots from within two feet of the basket, but converted only four. The Gauchos are a young team, and they

need Onyenegecha in the middle if they are to be competitive.

Against Kennedy, she played solid defense, stayed on her feet, and was called for only two fouls. But in a loss to DeAnza last Friday, she fouled out having scored only 2 points.

Onyenegecha and the rest of the Gauchos have a big test Friday as they play host to 17-1 Holy Names and all-league center Denise Woods.

GIRLS
El Cerrito
41
Kennedy
23

this particular day. In fact, they were grim, lots of gray, unsmiling faces in the crowd, as if they'd just been informed there'd be seven years of drought and famine in Oklahoma. They asked Switzer every tough question they could think of, which all translated into the same question: "How could a team like yours lose to a sorry bunch like that?"

Switzer never lost his cool.

He said Stanford was damn good, and if he had to lose, it was a

pleasure to lose to Elway. Sitting in that room, I got the impression Switzer was a straight shooter. Maybe between then and now he's turned into a clown. I don't know.

But in the interest of fairness, allow me to ask this question: If we're willing to blame Switzer for all the bad things that happened to the Cowboys this season (most notably that notorious fourth-down call), don't we have to give him credit for taking his team where the 49ers could not go?

was an international competitor. He recommended that this was the matchup."

Indeed, Hannah and Scott fit well. In the 2- 1/2 years they have been together, they have progressed at a fast rate. The first year, they went to the Ice Dancing Nationals in Morristown, N.J. They placed second in the juveniles.

Last year they moved up to the intermediate level. Once more they made it to the nationals, this time finishing fifth at Indianapolis.

Because Scott is three years older than Hannah — he turned 16 last year — they had to move up to the novice class this year.

The two competed at the Pacific Coast Western Regional in Burbank, where they were named overall novice champions.

The region is one of three in the United States, and they were the best in the west. That qualified them for a trip

to the nationals for the third straight year.

Last week Hannah and Scott skated among the best in the nation at the U.S. Ice Dancing Championships at the San Jose Arena, where they finished seventh in novice dance.

The placement wasn't exactly what they wanted, but they were skating among dancers who had been at that level for years. This was their first year at the novice level.

They won't be there long. Because Scott turns 17 this year, they have to move up to juniors, where they will be able to stay for at least a couple of years until they are ready for the last step — the seniors. It only seems natural.

"This is our third year together," said Hannah, now a 13-year-old. "It's weird when we have to skate with other people in practice. I just like competition. I like performing."

Hannah and Scott train at the Ice-

land rinks in Berkeley and Dublin. Hannah still trains freestyle in the morning and then practices ice dancing with Scott in the afternoon.

They are coached by Monte and Karen Tiedemann at the St. Moritz Skating Club, the same club to which newly crowned national ice skating freestyle champion Scott Galindo belongs. The San Jose native won on the same ice on which Hannah and Scott skated last week.

Among the dances the pair performs are the fox trot, blues, tango, rocker fox

trot, and both the American and European waltzes.

Tough draw at Nationals

In San Jose, Scott and Hannah were unlucky with their draw, because they were the initial skaters. Taking the ice first is a disadvantage because judges tend to save room for higher scores for better performances.

"The whole political scene of judging is frustrating," said Ann Shrieve, Hannah's mother. "The judging goes by who is on the panel, what your

record is and in what order you skate." Scott and Hannah danced the fox trot, blues and American Waltz in the compulsorys, finishing seventh. They performed well in the free dance, but remained seventh overall.

The unwritten rule is, no matter how good the free dance, it's hard to move up. Where will it all end? Hannah says she would like to be a professional skater. Judging how quickly she and Scott have moved along in their careers and how popular the sport is becoming, she may get her wish.

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If you were one of the lucky ones to be in attendance last Friday night at the Paramount Theatre's presentation of the original movie classic *Sabrina* starring Audrey Hepburn, Humphrey Bogart and William Holden, then you experienced a real bargain.

The sell-out audience enjoyed *Sabrina* along with pre-show remembrances of days gone by. The enthusiastic sounds of the mighty Wurlitzer kicked-off the evening followed by a 1966 newsreel that drew vocal reaction and a Warner Bros. cartoon featuring the late great Mel Blanc. To further encourage audience participation, the mood changed as a huge spinning wheel arose from the orchestra pit to the stage. Winning numbers are located on the entrance tickets and prizes are awarded from local restaurants and establishments. Even General Manager Peter Botto was in on the activity. Botto would run (and I do mean run) up to the prospective winner and verify the winning ticket. With the use of a megaphone all could hear throughout the theatre the announcement of the prize.

Thanks to these spirited efforts the house was sufficiently warmed up as the film began. While the interest in *Sabrina* was likely enhanced due to the current remake showing throughout the Bay Area, this film series is a favorite attraction. Which brings me back to this bargain. The ticket price was a mere \$5. *Sabrina* was the first film in the Paramount Movie Classics Series and judging from the attendance and the easy accessibility to the Paramount, the remaining films should fare just as well. *King Kong* is scheduled for February 17; *His Girl Friday* March 8; *Gone With the Wind* March 30; *An American in Paris* April 6; *A Streetcar Named Desire* April 19.

The theatre also offers regularly scheduled tours for just \$1. For further information, contact the Paramount's box office at (510) 465-6400.

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Bruce Hornsby at Yoshi's NiteSpot...Buddy Conner Wednesday, Brenda Boykin Thursday, Denise Perrier Friday with the Eddie Pasternak, Roger Glenn Duo at the Gratitude Stein...Elmer Lee Thomas Blues Review Saturday at the Pacific Coast Brewing Co...Live music Thursday at Coffee Head...Alvon Friday and Nitecity Saturday at Brennan's...John Turk at the Ramada Inn...Garth Webber & Co. Friday and the Chris Cobb Band Saturday at the Baltic...Latin dance party Friday and Ballroom dance party Saturday at the ACB Ballroom...Undercover S.K.A. Friday, Native Elements Saturday and Comedy with Dan the Pillowman Sunday at the Paradise Bar & Grill.

COMEDY SCENE: Kathy Madigan Tommy T's San Ramon...Comedy By the Bay Wednesday at Geoffrey's Inner Circle...SAN FRANCISCO: Ventriloquist Jeff Dunham & Peanut at the Punch Line...Johnny Steele at Cobb's Comedy Club.

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Performances

A Good Lawyer: Jan. 28, 7 p.m.: World premiere of the home grown comedy *A Good Lawyer*. A wholesome young man from a small town in South Dakota who comes to work as a lawyer in San Francisco and ends up living next door to some of the most eccentric people on the planet. Contra Costa Civic Theatre, 951 Pomona Ave., El Cerrito. 524-9132.

Actors Ensemble of Berkeley: Jan. 26, 8 p.m.: Presentation of *Lettice and Lovage* with Shelley Johnson and Lotte Schon. Live Oak Theatre, 1301 Shattuck, Berkeley. Call 528-5620 for detailed schedule.

Ashkenaz: Jan. 25, 10 p.m.: 62nd St. with None of the Above at 9 p.m.; Jan. 26, 9:30 p.m.: Caribbean Allstars; Jan. 27, 11:30 p.m.: African Rhythm Messengers and Tropical Vibrations at 9:30 p.m.; Jan. 28, 8 p.m.: Flamenco Open Stage; Jan. 30, 9 p.m.: Tee Fee with Zydeco dance lesson at 8 p.m.; Jan. 31, 9 p.m.: Lavy Smith with Lindy dance lesson at 8 p.m. 1317 San Pablo, Berkeley. 525-5054.

Robert Burns Birthday Bash: Jan. 26 and 27, 8 p.m.: Third annual Robert Burns birthday celebration commemorating Scotland's beloved 18th century poet. Susan Rode Morris, soprano, Phebe Craig, harpsichord, Karl Goldstein, plays the role of Robert Burns. St. Alban's Church, 1501 Washington at Curtis, Albany. 524-1502.

Bay Area Lesbian Choral Ensemble: Jan. 27, 8 p.m.: An evening of music celebrating women loving women. The program includes a wide variety of musical styles including original work written for the group. La Peña Cultural Center, 3105 Shattuck Ave., Berkeley. (415) 695-0547.

Berkeley New Music Project: Jan. 27, 8 p.m.: First concert of the new year given by graduate student composers featuring acoustic, electronic, and electro-acoustic music. Hertz Hall, U.C. Berkeley Campus. 848-6545.

Berkeley Rep: Marivaux's *Changes of Heart*, directed by Stephen Wadsworth. 8 p.m. Tuesday through Saturday at 8 p.m., Sunday, 2 and 7 p.m. through Feb. 23.

Freight & Salvage: Jan. 25, 8 p.m.: The Baguette Quartet featuring Odile Lavault; Jan. 26, 8:30 p.m.: Lou & Peter Berryman; Jan. 27, 8:30 p.m.: Steve Seskin & friends w/Nina Gerber; Jan. 28, 8 p.m.: Betty McAfee's *Waking Up*; Jan. 30, 8 p.m.: Best of the Hoots Keeter Stewart, J.P. De Pouli, and Smashing the Windows; Jan. 31, 8 p.m.: James Bryant Upp, Ken "Dr. Pence" Kupperman, and S. Eric Scribner. 1111 Addison St., Berkeley. 548-1761.

Jupiter: Jan. 25, 7 p.m.: That One Guy; Jan. 26, 8:30 p.m.: Junk with Andre Bush Duo at 5:30 p.m.; Jan. 27, 8:30 p.m.: Frijoles Blancos. 2181 Shattuck Ave., Berkeley. THE-TAPS.

La Peña Cultural Center: Jan. 27, 10:30 a.m.: The Plum City Players Nancy Schimmel, Bonnie Lockhart, and Annie Hershey present songs and stories for all ages; Jan. 31, 7:30 p.m.: Open mike poetry in the Cafe hosted by Berkeley author Bob Randolph; 3105 Shattuck Ave. 849-2568, ext. 15.

Maybeck Recital Hall: Jan. 27, 8 p.m.: Maybeck Jazz Piano Festival. Don Haas, Ed Kelly, Mark Levine, and Dick Whittington will perform jazz piano and join in a festival of solos and duets. 1537 Euclid Ave., Berkeley. 848-322.

Starry Plough: Jan. 25, 9:30 p.m.: Pneuma with THC; Jan. 26, 9:45 p.m.: The Rugbums with Baby Snuffkin; Jan. 27, 9:45 p.m.: Bones of Contentment with Lula Miss; Jan. 28, 8:30 p.m.: Electric Blues Jam Session; Jan. 29, 9 p.m.: Traditional Irish Music with Irish dance lessons at 7 p.m.; Jan. 30, 7:30 p.m.: Cabaret Open Mike; Jan. 31, Darts. 3101 Shattuck Ave., Berkeley. 841-2082.

Trinity Chamber Concerts: Jan. 27, 8 p.m.: An all-Brahms concert with Victor Fierro, Violoncello, Tom Rose, clarinet, and Lynn Schugren, piano. 2362 Bancroft Way, Berkeley. 549-3864 or (800) 738-0663.

The Wiz: Jan. 26, 8 p.m.: A Fantasy Adventure with Dorothy, The Scarecrow, The cowardly Lion, The Tin Man, and The Wizard. Adapted by Quincy Jones, directed by Beverly McConice. The Black Repertory Group, 3201 Adeline St., Berkeley. 652-2120.

Yoshi's: Jan. 25-28, 8 and 10 p.m.: Bruce Hornsby; Jan. 29, 8 and 10 p.m.: Dick Conte Trio and Larry Basket Trio; Jan. 30, 8 and 10 p.m.: Mark Levine and Friends; Jan. 31 - Feb. 4, 8 and 10 p.m.: Gene Harris Quartet. 6030 Claremont Ave., Oakland. 652-9200.

Religious activities

Berkeley Fellowship of Unitarian Universalists: Jan. 28, 10:30 a.m.: Louise Pare will give a talk entitled, "Living Well: Spirituality and Stress Management." Children's program: for toddlers, child care; ages 3-12, classes. For details call Sandy, 236-5083. 1924 Cedar, Berkeley. 841-4824.

Learning to Love God, a study group for new Christians or non-Christian seekers, meets at 7 p.m. Sunday evenings at Trinity Evangelical Free Church, 7200 Schmidt Lane, El Cerrito. 524-6820.

St. Alban's Episcopal Church: Jan. 28, 8 and 10 a.m.: Pastor Jim Stickney will preach from 1 Cor. 1:20, "God Made Foolish the Wisdom of the World." 1501 Washington Ave., Albany. 525-1716.

The 5:45: Evening worship service with contemporary Christian praise music, conversation and refreshment. Every Sunday at First Presbyterian Church of Berkeley, 2407 Dana St., Berkeley. 848-6252.

Events, meetings, classes...

Albany Recreation and Community Services: A year-round tennis program for children and adults will be offered. Registration is now being taken. Children 4 and up and adults of all skill levels are invited to sign up for lessons. For more information call 524-9283. 1249 Marin Ave.

Albany Pool: Adult fitness classes, water adjustment courses for parents and their tots, synchronized swimming, and more. Contact the pool at 559-6640 for exact times and fee information.

Alta Bates: Jan. 30, 6:30 p.m.: Fun and informative free lecture on back care mechanics hosted by Carol Emold, RN of the Visiting Nurse & Hospice of Northern California. Herrick Campus,

CC Conference Room, 2001 Dwight Way, Berkeley. 1800-594-WELL (9355).

American Schizophrenia Association: Jan. 24, 7:30 p.m.: Meeting with speaker Harvey Segalove, M.D., Medical Director of Villa Fairmont discussing the topic of depression and manic depression. University Christian Church, 2401 LeConte at Scenic Ave., Berkeley. 841-8361.

Art Chat: Mondays at 10 a.m.: Local artists meet bimonthly at the Art Cafe. Peppermint Tree Plaza, 10174 San Pablo Ave., El Cerrito.

Berkeley City Club: Jan. 28, Noon: A tour will be offered of the Julia Morgan architectural landmark by docents. The building includes antique furnishings, an indoor swimming pool, grand ballroom, and many public rooms. 2315 Durant Ave., Berkeley. 848-7800.

Berkeley Hiking Club: Jan. 28, 8:30 a.m. departure: Pleasanton Ridge. Call leader Lou Giampa (537-7767) for details; Jan. 28, 9:30 a.m. departure: Mini Hike - Lafayette-Moraga Trail. Call leader Marie Gueild (465-3225) for details.

Black Oak Book: Jan. 25, 7:30 p.m.: Jonathan Spence examines Chinese history and culture in *God's Chinese Son: The Taiping Heavenly Kingdom of Hong Xiuquan*; Jan. 28, 7:30 p.m.: Anne Lamott will read from *Bird by Bird: Some Instructions on Writing and Life*; Jan. 30, 7:30 p.m.: Sim Van der Ryn and Stuart Cowan will explore the potentials of using nature, instead of machine, as a metaphor in the rethinking of the basis of design in *Ecological Design*. 1491 Shattuck Ave. at Vine, Berkeley. 486-0698.

City Commons Club: Jan. 26, Noon: Rev. George Conklin delivers a talk entitled, "The Big Convergence: T.V. and the Internet - Who Benefits?" 2315 Durant Ave., Berkeley.

Cody's: Jan. 25, 7:30 p.m.: Cynthia Heinel will talk about her book *If You Leave Me, Can I Come Too?*; Jan. 31, 7:30 p.m.: Ivan Arguilles and Neeli Cherkovski will read from their book of poems *Enigma and Variations* and *Animal* respectively. Telegraph Ave., Berkeley. 845-7852.

CoHousing: Jan. 25, no time given: CoHousing slide presentation demonstrating this new housing option combining the best of privacy and community, and find out about projects currently underway in Northern California. The CoHousing Company, 1250 Addison #113, Berkeley. 549-9980.

Community Cares: Ongoing Program: The Community Cares Service Bank, Berkeley's and Albany's Time-Dollar program, is connecting neighbors of all ages to help each other with everyday tasks and special needs. 644-8978.

East Bay Leads Club: Wednesdays 7:45 a.m.: Leads Club is the largest leads generating organization in the world. Open to women business owners, sales people, managers, and professionals seeking to begin or expand a business. Jack's Restaurant, Jack London Square, Oakland. 601-6325.

Easy Going: Jan. 30, no time given: Graham Mackintosh, a British teacher

left the comforts of home to take a 3,000 mile walk along Mexico's Baja California coast. He will give a talk about his experiences and his book *Into a Desert Place*. Easy Going Travel Shop & Bookstore, 1385 Shattuck Ave. at Rose, Berkeley. 843-3533.

Exploring Creativity: Through Feb. 28: Rediscover your natural creativity and express yourself through art in a spirit of play. Call to register. Albany Adult School, 559-6580.

Family Life Hotline: Wednesdays on KPFA 94.1 FM: Sponsored by Jewish Family and Children's Services of the East Bay with co-hosts Ruth Fremes, MA, and William French, LCSW of West Oakland Mental Health.

Gala: Jan. 26, 7:30 p.m.: Jack Morin discusses *The Erotic Mind: Inner Sources of Sexual Passion*; Jan. 30, 7:30 p.m.: D. Patrick Miller defines belief in *The Book of Practical Faith*. 1400 Shattuck Ave., Berkeley. 548-4178 or 548-4172.

Jitterbug Club: Second Saturday of month: The Northern California Lindy Society. 486-0202.

How to Get a Job: Jan. 28, 1:30 p.m.: A free workshop is being held to improve your job hunting skills including writing a resume, where to look for a job, what to wear (and what not to wear) and interviewing skills. Albany Library, 1249 Marin Ave., Berkeley. 524-6027.

North Berkeley Piano School: Jan. 27, 2 p.m.: Open House with Shirley Carlson and Louise Milota presenting piano students in a piano program. 1849 Sonoma Ave., Berkeley. 524-1808.

North Berkeley Senior Center: Jan. 25, 1 p.m.: *Movie American Dreamer*; Jan. 26, 1 p.m.: Home Care Options with Allen Grill, MFCC; Jan. 29, 1 p.m.: *Movie Tune In Tomorrow*; Jan. 30, 1 p.m.: Classical Trio; Jan. 31, 1 p.m.: FEMO Bead Making with P. Smith. 1901 Hearst/MLK Jr. Way. 644-6107.

Philately Meeting: For stamp collectors; first and third Thursdays of the month, 7:30 p.m.: Northbrae Community Church, 941 The Alameda, Berkeley. 526-5397 or 655-7827.

Pedaling Around the World: Jan. 25, 6 p.m.: Sierra Club sponsored dinner talk on the experiences of Englishmen Steve Smith and Jason Lewis who circumnavigated the world without motorized machines. Berkeley City Club, 2315 Durant Ave., Berkeley. 526-2494.

Swimming in El Cerrito: Outside fall and winter swimming at the El Cerrito Swim Center. Lap swim hours available Monday, Wednesday, Friday, Saturday, and Sunday call the 24 hour voicemail message 273-9096 for hours and fees. Specialized swim lessons are available on a private lesson basis, times vary depending upon your schedule. One on one lessons for adults who fear the water, triathlon workouts, stroke mechanics, cross training workout plans and much more. El Cerrito Swim Center, 7007 Mooser Lane, El Cerrito. 215-4375.

City of El Cerrito: Jan. 27 to Feb. 25, 1 p.m.: Soccer followed by lunch at 2:15 followed by baseball at 2:45 p.m.: Castro Park Clubhouse, 1420 Norwell St., El Cerrito; Jan. 28 to Feb. 25, Sundays,

9:30 a.m. to 11:30 a.m.: Arlington Clubhouse, 1120 Arlington Blvd., El Cerrito. 215-4371.

Homework Helper: Every Wednesday from 3-5 p.m.: Berkeley Public Library's south Branch offers a free Homework Assistance Center for all kids in grades 4-12. 1901 Russell, Berkeley. 644-6860.

Marquetry Class: For beginners; every Tuesday 10-noon at the Berkeley Adult School. Open to anyone 50 or older; for more info visit St. John's Senior Center, 2727 College Ave. and Garber St., Berkeley.

PFA: Jan. 26, 7 p.m.: *The Pornographers with Candles in the Wind* at 9:25 p.m.; Jan. 28, 5:30 p.m.: *The Ballet Dancer, The Abyss, and The Black Dream* followed by *The Film Prima Donna, The Little Angel, and Zapata's Band* at 8:10 p.m.; Jan. 29, 7 p.m.: *I Like It Like That*; Jan. 30, 7:30 p.m.: *Touch Tone and Other Telephone*; Jan. 31, 3 p.m.: *Sunrise with Preserving the Past: Bay Area Video* at 7:30 p.m. UC Berkeley.

500 years of Chicano History: Jan. 26, 8 p.m.: Bay Area author Elizabeth Martinez's new video *Viva La Causa!* teaches the Chicano history that textbooks usually ignore or deny provides a vivid panorama including the ancient societies of Mexico, Spanish colonization, and the Mexican-American war of 1846-48. La Pena Cultural Center, 3105 Shattuck Ave., Berkeley. 849-2568.

African-American Book Club: Meets last Thursday of each month: South Berkeley Branch Library, 1901 Russell, Berkeley. 415-773-9558.

Trader Joe: Jan. 28, 5 p.m.: MusicSource presents Joe Coulombe, founder of Trader Joe's in California. He will discuss his marketing philosophy and music of his favorite composer, Mozart, will accompany the presentation. 1000 The Alameda, Berkeley. 528-1685.

Twilight Storytime: Through Mar. 13, Wed. evenings at 7 p.m.: A series of 10 programs for ages 3-6. Albany Library, 526-3720. Free.

West Berkeley Party: Jan. 26, 10 p.m.: First annual Multi-Cultural Community Celebration and Fundraiser with music by Calabash, Caribbean Spice, 1920 San Pablo Ave., Berkeley. 843-3035.

Exhibits

New Pieces: "The Fabric Makes the Quilt," an exhibit of quilts curated by noted quiltmaker/teacher/author Roberta Horton of Berkeley. Through Feb. 1. Opening reception Friday, Jan. 5, 7:30 p.m. 1597 Solano Ave., Berkeley.

Siporin Cafe Art: Thru April 1, 9 a.m.-11 p.m., daily except Sunday. "An Artist's Homage to S.F./Berkeley's Classic Bohemian Cafes." Acrylic paintings by Tom Siporin from 1970-1985, including Vesuvio's, Caffe Trieste, The Med, La Strada's, Smokey Joe's Cafe, Carrara's Art Gallery/Cafe. 1290 Powell Ave., Emeryville. 524-5221.

Tanna Bellia: Ongoing show: Tanna Bellia, local artist, is currently displaying some recent pastels dealing with fruits

and vegetables and other delights. On display from 11 a.m. and Sat. and Sun. from 2 p.m. Rendezvous Cafe, Ave., Albany. 524-9283.

Support groups, seminars

Alzheimer's: and Tuesday Monday Enrichment Program by the Claremont Center and fellowship; St. John's C. 2727 College Ave., Berkeley. 444-0243.

Avatar Toastmasters: public speaking and metaphysically-oriented. Hillegass/Dwight, Berkeley. Cancer Support Group: Friday, 9:30 a.m.: Free session. Feldman, M.A., M.S., R.N.

Conscious Connections: singles who value personal growth. Second and fourth p.m. 6333 Telegraph, Berkeley. 2605.

Emotions Anonymous: p.m.: Northbrae Community The Alameda (Near Solano) 655-7917.

Menopause Group: support for women in alternative treatment for menopause. Evening support group. Information and Marlene Smith, L.M.A., at 848-6004.

Solo Sierrans: The Bay Chapter of the Solo Sierrans, over 40, offering an opportunity to socialize and a variety of outdoor, sports activities; 652-4928.

Stroke Awareness: Wednesdays, Noon. Albany Center, 846 Masonic Ave., 9502.

Turning Point: Career Support group for job seekers; changers; self-assessment direction program (\$110) includes two hours of career counseling. 2600 Bancroft, 848-6370.

Overeaters Anonymous: special support meetings through the holidays without binging or Christmas Year's Day, both 10-12. Bates Hospital Auditorium, Ashby in Berkeley. There fees and all are welcome meetings every Saturday. Newcomers meet at 8 a.m. Presbyterian Church, 2727 Room 203, 2nd floor. Berkeley. 9292 or 841-8562.

Albany TOPS: Take Sensibly support group Monday morning: 9:30-10:30 a.m. meeting; 9808 Albany.

Environmental Health: Support and information for environmental illness sensitivities; (415) 541-9022.

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AUTO SALES AND SERVICES

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by Jeff Keller

want to keep that car looking good. We wash it, wax it, and do whatever it takes to make it look like new. When doing all this, we often forget the most important areas of the car must be maintained for performance and safety: the tires.

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- Make sure there isn't any uneven wear, which could mean an alignment problem.

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After all this, you can think again about esthetics. Clean the tires with a good spray that breaks down dirt, such as 3M's Kleen-Team heavy-duty tire cleaner. It removes dirt, grime and grease that eat away your tires.

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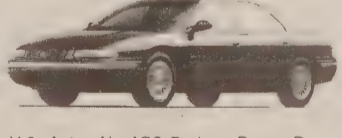
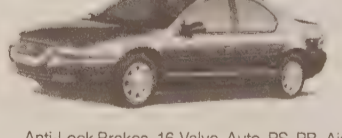
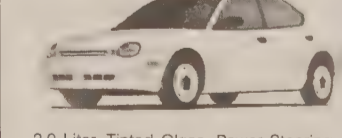
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■ MARTIN SNAPP

Manna From Heaven: Was it only two weeks ago that I was mourning the retirement of Louisiana Gov. Edwin Edwards (who boasted, "The only way I'll ever be defeated is if I'm caught in bed with a live boy or a dead girl") and lamenting that for sheer chutzpah, there'll never be another like him?

O, me of little faith! I needed have looked no further than across the bay, where Willie Brown (or, as he likes to call himself, "Da Mayor") reigns.

I refer, of course, to Brown's stirring defense of his new Police Chief, Fred Lau, after it was revealed (by Brown's own campaign manager, no less) that Lau had, uh, fudged his resume.

Quoth Da Mayor: "I don't know anyone who doesn't lie on their resume."

Thank you, Lord. Thank you, thank you, thank you. It's going to be a fun four years.

...

Brown isn't the only one with foot-in-mouth disease lately. How about Hillary Clinton claiming that her orders to "clean up the White House travel office" were misinterpreted by her underlings?

Shades of King Henry II of England, who said, "Will no one rid me of this meddling priest?" and then claimed to be shocked, shocked when his knights took him at his word and promptly went out and murdered the local archbishop.

Hillary didn't help her cause either with her choice of words in that interview: "We were always answering questions on the fly, especially during the campaign."

Hey, she brought up the issue of Bill's philandering, not me.

...

Menage a Cinq: Speaking of sex in high places, did you watch the funeral of France's former president, Francois Mitterrand, last week?

His widow, Danielle Mitterrand, walked in the funeral procession, accompanied by her two sons.

And walking right behind was Mitterrand's longtime mistress, Anne Pingeot, accompanied by their daughter.

Ah, those French! So much more sophisticated about these things than we are.

...

Stupor Bowl: Walker's Pie Shop in Albany is closed for only three holidays each year.

The first two are no surprise: Christmas and the Fourth of July.

And the third? The Super Bowl, of course. "Everybody's going to stay home and watch the game anyway," explains owner Doug Walker. "Besides, our wait staff wants to watch it, too."

Which brings up the question: Why does anyone care?

Let's face it: Year in and year out, the Super Bowl is the dullest game of the year. The NFL always wins, and it's always a blowout by the end of the first quarter. After that, the only suspense is whether the halftime show will be as tacky as last year's.

Besides, as Dallas running back Duane Thomas, the MVP of Super Bowl VI, said, "If it's the ultimate, how come they're playing it again next year?"

I long for the old days, when football really meant something. When the teams and the players weren't generic, and they stayed in one place long enough for you to form an attachment. When you actually cared whether Cal beat Stanford or the Raiders beat Kansas City.

In those days, the game still reflected the spirit of John Heisman, the guy the trophy is named after.

In addition to being a football coach, Heisman was also a Shakespearean actor. Each spring, he always began the first day of practice by holding up a football and announcing, "This is a football. A prolate spheroid in which the outer leather casing is drawn tightly over a somewhat smaller rubber tubing. (Dramatic pause) Better to have died as a small boy than to fumble this."

...

How the Other Half Lives: I got a call last week from my friend Leslie, who asked me for a ride to a used car lot so she could check out a car she was interested in buying.

It turned out to be her liking, but she wanted to know more about the financing. So the salesman summoned the manager.

I was wearing an old T-shirt, jeans, and sneakers. I hadn't shaved in three days. I looked like a bum.

Leslie, on the other hand, looked like an executive: power suit, briefcase, the works.

So who does the guy start talking to? Me, of course.

"Hey, I'm just along for the ride," I said. "Talk to her. She's the one buying the car."

I gotta give him credit. He tried, he really did. But each time Leslie asked him a question, he'd turn and address the answer to me, instead.

You've come a short way, baby.

Martin Snapp's column appears every Thursday in The Journal.

Boundaries

Continued from front page

school students living in El Cerrito will be able to attend ECHS.

He has a personal interest in the decision to be made. As the father of five children, he's been around district schools for 17 years and figures it will be closer to 30 when he's done. Two of his children are currently in high school; two others have already graduated. All four went through El Cerrito schools: Harding, Portola, ECHS.

"I also have a five-year-old," said Abelson, who feels his children have received a good education. "I'd like to see the public schools remain attractive, so the kindergarten will be able to go through the same way as all the others."

Other parents feel the same. At the meeting, he said, "I saw strong feelings among the people from El Cerrito that, at the high school and middle school levels, both ought to be schools that serve the entire El Cerrito community, which is not to say they should also exclude others."

Abelson said that he's personally aware of residents of the northern portion of El Cerrito who have either pulled their children out of public school altogether or who "come up with phony addresses and manage to get their kids into El Cerrito High School." (Families north of Moeser Lane are currently assigned to Kennedy High School in Richmond.)

"Those folks able to have a school closer to them are better served, both in school and in their children's ability to get more involved in extracurricular activities."

Another idea expressed, he said, was the likelihood

that "being a school that serves the whole city would mean more (community) support for El Cerrito High."

"From my own experience with other schools, as well as Portola and El Cerrito, I've observed that when parents have to travel quite a ways to school, you don't see as much parent participation."

At the same time, said Abelson, he and his neighbors "appreciate the fact that our kids go to school with people with different backgrounds (that reflect) a diversity of backgrounds different from ours."

According to Kosel, the proximity of school to home was one of two primary boundary-related issues that arose at all four meetings. As of Monday, after four meetings, the "proximity to home" issue had generated almost 400 comments from residents, she said, with the second issue, "racial and ethnic balance" generating over 200 comments.

In addition, she said, "lots of issues came up that weren't boundary related." Those included a general "distrust of the school district that came through loud and clear" at the El Cerrito meeting in particular, since it was the first one. There was some feeling that the decisions may have already been made.

"I think we'll prove we are following the wishes people have expressed," Kosel said. "I think this is a tremendous effort at community involvement. To have comments from 800 people, what a luxury."

At each meeting, there was an opportunity for public comment. Everyone was also asked to write down their concerns individually.

"We had terrific feedback," she said.

Kosel wasn't surprised that speakers took the opportunity to express general concerns about the school

district. In general, she said, the meetings were "extremely polite"; she even got feedback from audience members that the gatherings were "very good."

Among issues raised were class size, facilities utilization, financial issues, maintenance of questions about the middle schools, quality to adding a sixth period, concerns about community involvement, quality of education, transportation and transfer policy.

One of the larger issues raised in connection with the redrawing of boundaries is that of whether students walk or take public bus to school.

A parent committee will work to establish priorities based on comments received.

"The translation of this input into how there's a lot of science and a lot of art that go into that issue before it's... decided," Kosel said.

Each high school principal nominated a representative to the committee. Other schools were divided into representative areas; two schools nominated one representative each.

By next week, Kosel expected to have recorded thoughts organized and categorized into groups, from safety issues to "grandfathered in" schools. Those that are already attending one school. Those that are aggregating should be available for public comment next week.

Kosel said the district will be divided into three areas and that the school board will hold sessions on the recommended boundaries at appropriate locations. Those meetings should begin in February, she said.

Green

Continued from front page

thing that can be recycled is recycled."

Residential curbside recycling programs in Berkeley accept bottles, cans, newspaper, cardboard, mixed paper, and, in a ground-breaking program initiated in August, 1995, "green" waste such as yard trimmings and raw vegetables.

A full range of recycling services are offered to businesses in Berkeley as well, and efforts have been made to initiate a food-composting program for large restaurants and supermarkets.

Albany is not far behind. A 700-home pilot program for green waste will be initiated this spring. Although Albany lacks both a curbside recycling program for businesses and a mixed-paper program, plans are being developed, according to Albany City Administrator Daren Fields. Albany also recycles plastics, which Berkeley does not because of their low weight in terms of landfill use reduction mandates.

El Cerrito's recycling program has been way ahead of the game for years, according to Susan Katchee of the West Contra Costa County Waste Management Authority. With a curbside program dating back to 1976, recycling is nothing new in El Cerrito.

Like Albany, El Cerrito is hoping to take the next step to upgrade their basic services to include green waste and commercial curbside recycling. The city also provides drop-off services for mixed paper, and, like both Albany and Berkeley, drop-off services for used motor oil, a major pollution threat in urban areas.

Industry-heavy Richmond, although providing a residential curbside program which takes only cans, bottles, newspaper and some plastic, has a strong commercial program which accepts, in addition to the items listed above, mixed paper, cardboard, and wood.

According to Joel Corona, Richmond's recycling manager, wood recycled from heavy industry and construction can have a huge impact in terms of tonnage diverted from landfills, as well as saving trees. Recycled wood can be used as fiberboard for construction, compost, fuel, and high density polyethylene for landscaping projects.

The waste reduction problem is perhaps the most severe in El Cerrito and Richmond, where impending closure of the soon to be saturated West Contra Costa County Sanitary Landfill will force the two cities to send their garbage to neighboring Solano County. As of the end of 1995, Richmond and El Cerrito, as part of a five-city waste management program, reduced the amount of refuse entering their landfills by 36 percent.

Albany ranked even higher with a 43 percent reduction. Berkeley, which is saddled with 40,000 tons per year of non-recyclable foundry sand, reported a reduction of 25 percent.

Stormwater

Everyone knows that you're not supposed to pour used oil down the drain. What many do not know is that, according to the experts, pouring oil onto streets or into storm drains is no better than pouring it straight into the Bay.

According to the Alameda County Clean Water Program, urban stormwater runoff is the single greatest source of pollution in local creeks and the San Francisco Bay. Pollutants which make their way into local waterways via storm drains include residue from automobile exhaust, automotive fluids such as oil and antifreeze, copper from brake pads, sediment, detergents and litter.

The logistics are simple enough. As stormwater

flows over paved surfaces, pollutants are picked up by storm drains and carried to the shoreline. It doesn't matter. What does matter is public awareness of the problem, and it is here cities can make the greatest difference.

According to Shirley Kook, manager of the city's stormwater program, labeling of storm drains to inform the public they are not sewers but drains to the Bay is the most effective means of reducing pollution. All four cities have some type of labeling program, as well as educational programs targeting everyone from school children to business owners. The four cities also provide information to check at-risk businesses and investigate complaints.

Street sweeping also reduces stormwater pollution. Both Richmond and Berkeley have extensive street sweeping programs, while in El Cerrito street sweeping is limited to the most frequently used streets.

Another, more experimental step cities are taking involves pavement technology. Whereas traditional roadways such as asphalt force water into storm drains and thus into the Bay, permeable pavement and infiltration systems allow water to soak into the ground, preventing pollution by allowing it to naturally filter out toxics.

In Albany, the City Council is currently studying various infiltration techniques to be used in conjunction with upcoming sewer-renovation projects on Solano Avenue. According to Albany Mayor Bob Brodsky, increased stormwater infiltration reduces pollution, it increases water volume which also filters out toxics before they reach the Bay.

Next week's article will feature toxics and stormwater programs.

Block

Continued from front page

be in the jazz ensemble next year, traditionally scheduled before school. At the same time, she's concerned about many of her friends "in the symphonic bands."

(In response to this concern, teacher Paula Gocker, who heads the committee which first proposed block scheduling (see article page 14), said the program coordinators, scheduling committee and music committee met Monday and came to a solution they believe will be satisfactory to everyone. The proposal has not yet been presented to the faculty.)

In general, Abelson said the block system "worked out pretty well the way they did it." She feels there's been a tremendous improvement since a block experiment last year for which she felt the teachers weren't well prepared.

"There was a major improvement between last year and this," she said. "The teachers planned the time well this year; I like the way they formatted everything. It was more productive than our days usually go... and there was less homework, because we got more done in class."

Video

Continued from front page

"It's an excellent program. The kids are well trained and have been a natural source of expertise to the city. We're going to pool our resources and work together," Jones said.

New users of the expanded program are expected to be community groups, businesses, city and school district advisory committees and Albany residents enrolled in video production classes at the Adult School and the Recreation Department, according to Jones.

"This will get us going on the program for our cable channel. My prediction is that it will continue to grow, but first we have to determine what works best in Albany," Jones said.

"I hope the citizens will get involved and take advantage of the new facility. That's what it's for."

The city's broadcasting area downstairs at the Community Center, though it will never be "a full-fledged studio like KRON," according to Jones, will be set up for video production, editing and classes.

The video studio will share the area with the city's Emergency Operation Center, the communications nerve center during major disasters, presently housed at city hall. After the Community Development Department, currently occupying the space while their city hall digs are being renovated, moves out tomorrow, the emergency equipment will be given final tests and moved to the Community Center in the near future.

Jacob Rosenbaum, an honors student and a senior, has a different opinion on the new approach, which is being considered as a permanent replacement for the traditional six-period scheduling.

"I have to give it a thumbs down," said Rosenbaum. "My impression is that the classes I like started to become too long. I'm not sure if the teachers had not prepared adequately, or if it was just sitting down that long that was the problem."

Rosenbaum gave his Advanced Placement European History class as an example.

"It's a great class; I love it," he said. "For an hour, I'll listen to a lecture, sit and take notes. When it's over

an hour and a half, that starts to get rough."

Generally, he has "grave reservations" about the program.

"The double class period makes the good become less good and makes the bad become unbearable," he said, adding that the same teachers who are good, are going to be teaching those classes ever length.

It's a point on which he and Abelson agree. "In some cases, I think I did get a better subject," she said. "Some teachers just can't teach well, but the good teachers can use the class time overall, I think I learned more and understood

Teachers rate new scheduling

By Dawn Frasier

southern California, got in e-mail touch with yet others, and read studies from Harvard on the system.

According to Gocker, the committee learned block schools had fewer referrals, GPAs going up, students who were "less crazy" and got fewer suspensions. Students also seemed to sign up for more challenging classes when they were only responsible for three at a time.

Teacher Bob Fabini has done his own visiting of block schools. He wasn't convinced at first but meeting teachers has inspired him to give it a try, who, he said, wouldn't switch back if they had the chance.

Last year, 83 percent of the ECHS faculty approved block scheduling trial run.

"We're really excited about it," said Gocker. "Though all the teachers will be teaching one more class than they do now, they'll have fewer students; we think that's an advantage to both teachers and students."

Gocker said she's also enthusiastic about the plan because she thinks it will move teachers to reconsider how they teach.

"We hear from businesses that students need to be problem solvers, need to learn to work in groups," she said, adding that many teachers will be shadowing teachers at a block school Feb. 2. She hopes the experience will help them as they "rethink curriculums" and scheduling.

Fabini also sees new workshops and service training as part of the whole process. "Some people may be teaching out of necessity, responding to some situation that long class teachers" might be that Fabini also suspects that teachers who really dislike the whole process.

He does expect students to be having only three

REAL ESTATE HOTLINE



JOHN HERICK AND HEIDI LONG

review of '95 reveals patterns

The other day, as we talked about our business goals for '96, we found ourselves thinking about some of the interesting characteristics of our transactions last year. As we reviewed '95, we realized several patterns had emerged.

One of these patterns brought our attention in a fairly dramatic way was the different approaches buyers take to the question of timing. We worked with couples who were expecting babies last year. One couple had started looking for their house early in the game; they were well into it when the baby came. We met the second couple when their due date was less than a month away. As it turned out, when their perfect house came along, the wife was checked into UC Med Center in San Francisco; we wrote the contract and negotiated the details at the hospital. Happily, both situations had equally blissful endings: content families warmly embraced in new houses for the

winter. In both of these cases the buyers had strong, self-evident reasons for wanting and needing to buy. In both cases the couples acted decisively when they found the houses they liked. Both sales went smoothly and they got what they needed and wanted.

Discussing these vigorous, confident approaches caused us to remember some of our other efforts during the year. There were a few instances in which we worked with buyers for quite some time before finding the highly specific houses they were looking for.

At this point, having found basically what they wanted, these buyers clutched. They worried that they were being asked to pay too much (a not unreasonable fear in itself).

So these buyers kept negotiating, and drawing lines beyond which they would not move, and coming up with demands which were unacceptable to the sellers, and waiting for the sellers to come to their senses and lower the prices, until others bought

the properties.

Then, and this to us is the proof of the invalidity of this approach, the unsuccessful buyers were saddened by their failures to buy these particular houses.

So they were rightfully bummed out. A couple of thousand dollars one way or another, assuming you can afford those couple of thousand dollars, if it buys you the knowledge that you got that special thing you looked for for so long and it buys you the ability to live in that special place for a significant time, is quickly amortized by a happy life, which is what buying a house is really all about.

Of course we're still looking with them. Eventually the right houses will come along again. But it's likely that even when these people have moved in, they will still have memories lurking in the backs of their minds of the great ones that got away.

The basic difference between the pregnant couples and the people who waffled was their reasons to buy. The pregnant couples had a concrete need. The others had various motivations—tax advantages, the fulfillment of owning one's own home, desire to realize appreciation over time, etc.—all of which are legitimate and realistic.

But the latter motivations are less demanding than the former. As we talked we realized there were similar motivational differences in the sellers we worked

See HOTLINE, page 18

RAF Mortgage and Affiliated Brokers team up to present intricacies of 203K program

Catherine Teegarden of RAF Mortgage recently presented a free workshop on the now-famous 203K Loan. The

workshop was held at Affiliated Brokers at 3630 35th Ave. in Oakland.

Teegarden explained how this FHA loan can be used to help the community by making it possible to buy a house in poor condition.

See RAF on page 17



John Herick of Affiliated Brokers, Catherine Teegarden of RAF Mortgage and Joe Serrano of HBD housing Rehabilitation form a 203K team.

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LUXURIOUS NEW ENGLAND SHINGLE STYLE.....\$1,200,000
High quality traditional home. 5 bedrooms, 5+ baths. Wonderful guest room. Desirable Claremont Pines. **Dian Hymer/George Karsant**

PIEDMONT SIDE OF MONTCLAIR.....\$849,000
Commanding curb appeal. Canyon & bay views, gorgeous woodwork, gourmet kitchen. 6 bedrooms, 3+ baths. **Ruth Lockhart**

PIEDMONT.....\$759,000
Perfect home for downsizing. Corner lot, level living in this 3BD, 4.5BA home. Large living room, dining room, lanai and private patio. **Norm Robinow**

SPACIOUS IN PIEDMONT.....\$567,000
Large 4 bedroom, 4 bath in Central Piedmont. Flexible floor plan, big rec room, formal dining, au pair potential, terraced yard. **Dian Hymer**

IMPECCABLE PIEDMONT!.....\$550,000
Level in with 2 bedrooms, 2 baths upstairs and 1 bedroom, 1 bath & rumpus down. Quality kitchen remodel, hardwood floors. **Donna Ranslem**

ROOM TO ROOM.....\$540,000
Piedmont side of Montclair. Contemporary. 3-bridge view, loads of space, over 1/4 acre lot. Montclair schools. 4 bedrooms, 2 plus rooms, family room, dark room. **Vicky Faulk**

CUSTOM HOME.....\$525,000
On large private lot. South bay and city light views, 2 fireplaces, covered patio and atrium. Needs your touch. **Ruth Lockhart**

PRIVATE ESTATE.....\$479,000
Striking one level contemporary on beautiful 3/4 acre landscaped grounds. Fountains, spa, bay view, guest quarters. Very private! **Fritz Hochfellner**

HILLCREST HIGHLANDS.....\$459,000
Sprawling level-in 5 bedroom home. 3+ baths, family room and den open out to level patio with pool and cabana. Great for entertaining. **Ruby Ng**

CUSTOM TOWNHOUSE.....\$424,500
Sophisticated 2BD, 2.5BA with great views of SF bay & GG & Bay bridges. 2 frps, large master suite, extra large closets & back brick patio. **Norm Robinow**

RIDGEMONT.....\$313,900
Pride of ownership on large corner lot. 3BD, 2BA including master suite. Formal dining & 3-car garage. Landscaped grounds. **Sherry Benninger**

SUNNY & CHARMING.....\$305,000
Just listed! Crocker Highlands traditional 3+ bedrooms, 2 bath, large living room, formal dining, eat-in kitchen & lots of extra space. **Dian Hymer**

MONTCLAIR.....\$300,000
Contemporary home with spacious living room, 4BD, 2BA, rec rm. Newer kitchen and carpet. Newly painted. Nice! **Nancy Dickey/Ollie Hammerel**

HILLER HIGHLANDS.....\$287,500
Great buy - view of hills, bay & downtown. 3 bedrooms, 2.5 baths. **Ollie Hammerel**

BUILDERS' SPECIAL.....\$260,000
Reduced! Montclair cul-de-sac. Charm! 3+ bedrooms, 2 baths on 1st level, separate living down. Do the repairs and reap the rewards. **Kay Grubb**

CROCKER HIGHLANDS.....\$259,000
Just listed. Spacious & charming traditional. Two bedroom home with remodeled kitchen & bath. Sun room off one bedroom. **Dian Hymer**

OPEN SUNDAY 2:00 - 4:30 PM

1076 PERALTA.....ALBANY.....2+BR/1BA.....\$238,000.....DIANA KAY
610 MADISON.....ALBANY.....2BR/1BA.....\$215,000.....KIM CLEVELAND
682 SANTA BARBARA.....BERKELEY.....3+BR/2.5BA.....\$525,000.....LYDIA MELSEN
725 SPRUCE.....BERKELEY.....4BR/2BA.....\$459,000.....SALLY HENDRICKSON
524 GRIZZLY PEAK.....BERKELEY.....4BR/2BA.....\$419,000.....MELISSA LYCKBERG
1304 BAY VIEW.....BERKELEY.....3BR/2BA.....\$339,500.....GABY OLANDER
2436 WOOLSEY.....BERKELEY.....3BR/2BA.....\$275,000.....JEANNE MCHUGH
70 EUREKA.....EL CERRITO.....3BR/2BA.....\$220,000.....JANE ISHIBASHI
7501 EUREKA.....EL CERRITO.....3BR/2BA.....\$215,000.....KIM CLEVELAND
1555 LAKESIDE #94.....OAKLAND.....2BR/2BA.....\$149,500.....MAMOOD MOKTARI

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BERKELEY ★ KENSINGTON ★ ALBANY ★ EL CERRITO ★ RICHMOND

ELEGANT NORTH BERKELEY TUDOR...\$525,000
TOP NORTHAMPTON LOCATION W/BAY VIEWS! 3 bedrooms, 2.5 baths plus au pair. Remodeled French country kitchen, large living and dining rooms, granite floors & 70 year old Japanese garden.

TWO HOMES ON ONE LARGE LOT.....\$495,000
Almost an acre in top 1000 Oaks location. Bay views, country feeling. One house, 3BR, 2BA, the other a custom 1+++ bedroom, 1 bath in a woody setting. Truly unique property.

GORGEOUS VIEWS FROM BERKELEY CAPE COD.....\$419,000
REDUCED! Warm, inviting and spacious! 4BR, 2+BA plus finished attic in this lovely 3+ story Berkeley hills home. Large bay views from deck of living & dining rooms, master with fireplace & deck.

BERKELEY HILLS CAPE COD STYLE.....\$399,500
VIEWS, VIEWS, VIEWS! 4BR, 2BA, large view deck off living and dining rooms, master also has deck. Large attic could be used as family room or office.

ELMWOOD CLASSIC.....\$365,000
Original charm in intact! Large sunny living room, formal dining with fireplace. 4 airy bedrooms plus sunporch, great location near trans. and shopping.

EXCEPTIONAL OAKLAND TRIPLEX NEAR PIEDMONT.....\$309,450
JUST LISTED! Sunny, spacious units in lovely building with parking and laundry. Walk to the Rose Garden and Piedmont Avenue.

TOP FLOOR CONDO W/BAY VIEW.....\$239,000
NEW LISTING! 1920's Berkeley charm with modern upgrades in this light-filled unit. Fireplace with marble hearth, columns, other architectural details. 2 bedrooms, 1 bath with formal dining. THIS IS A MUST SEE!

ALBANY 1920'S CRAFTSMAN CHARMER.....\$238,000
JUST LISTED! 2 bedroom with study/playroom, updated kitchen, formal dining and lovely deck and yard. Stay warm by the fireplace and enjoy many other upgrades.

REMODELED EL CERRITO BEAUTY.....\$227,500
NEW LISTING! Darling 3 bedroom, 2 bath home on one level with remodeled kitchen and baths, family room plus deep lot. Close to shopping and transportation.

SANTA FE REMODEL IN BERKELEY.....\$219,000
SUCH A DELIGHT! Completely remodeled large gourmet kitchen with French doors that open to a large yard. 3 bedrooms, 2 baths, faux finish interior, 3rd floor office/studio with deck.

ALBANY 2 BEDROOM VIEW HOME.....\$215,000
JUST LISTED! Gorgeous views, move-in condition, walk to schools and transportation from this 2 bedroom, 1 bath Albany bungalow. Sits on a double lot with terraced rear and side gardens.

PERFECT GOLDEN GATE VIEWS FROM EL CERRITO.....\$215,000
Great views from the spacious living room and patio. 3 bedrooms, 2 baths, contemporary style with hardwood floors and fireplace. Maximum privacy. Walk to FatApples.

CUTE & COZY OAKLAND BUNGALOW.....\$105,000
First time buyer's delight! 1+ bedroom with remodeled bath, new paint throughout, fireplace and formal dining. Close to park and easy commute. Move-in condition.

WHY NOT START HERE?.....\$100,000
Ideal 2 bedroom, 1 bath starter in Richmond Annex. New carpeting, spacious kitchen, fresh paint, cozy yard and garage. Ready to move in.

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Events

The Events Calendar does not accept for-profit listings. Announcements for these events can be made in our classified section by calling 339-8777.

The East Bay Chapter of the American Institute of Architects (AIA) presents **French Portfolio 1992-1995**, photographs by Laurie Pearce Bauer, on exhibit from Jan. 2 to Feb. 1 at the AIA East Bay Gallery, 499 14th St., Suite 210, Oakland, Mon-Thurs. 9 a.m. to 5 p.m. For more information call Sally Phillips at 464-3600.

Karen Ward of CMG Mortgage and Marsha Quick and Judy Boe of Red Oak Realty present a free seminar **Woman to Woman: Finding the Keys to Buying Your Own Home**, Sat., Jan. 27, 10 a.m. to noon, 1029 Solano Ave., Albany. Special topics include investigating neighborhoods, setting priorities and selecting an agent. Call 718-2134 for reservations.

The non-profit Building Education Center (BEC), 812 Page St., Berkeley announces its 1996 schedule of classes, including its 17-session **The Homeowner's Essential Course: How to Build, Remodel and Maintain Your Home**. For information on this or other BEC courses call the Center 525-7610.

The non-profit Skyline Garden Club holds its annual **Valentine Fundraiser**, Thurs., Feb. 8 beginning at 1 p.m. Elizabeth Murray will explore the delights of Monet's gardens in a colorful slide presentation followed by an English-styled tea party catered by Lisa's Tea Treasures of Los Gatos. Tickets are \$15 and must be purchased in advance. Call 531-4897.

A free **First-Time Home Buyer Seminar**, sponsored by Red Oak Realty and Mortgage Network, is held every first and third Wed. of the month at 7 p.m., 1891 Solano Ave., Berkeley. Find out about first-time home buyer programs, get tips from a licensed Red Oak agent on how to make an offer, negotiate the best

deal, home inspections and more. Get prequalified and receive a listing of homes for sale in your price range. The next seminar is Feb. 7 and features guest speaker Mike Lauth, a Red Oak agent. Reservations required. Call Russell Doi at 526-6554.

RAF Mortgage presents free seminars on **How to Make Money Using the FHA 203K Rehab Loan**, Wednesdays at 7 p.m. at 1722 Solano Ave., Berkeley. Reservations required. Call 528-0767.

Wausau Mortgage Corp. announces a free 203k mortgage workshop **Rehabilitate for Profit or Equity with a Proven Product**, every Tues. and Thurs., 7 to 9 p.m. Call 1-800-801-1320 ext. 240 for locations.

Le Tip International, an organization of independent business people devoted to exchanging business leads and helping other members, meets Wednesdays at 7:15 a.m. Guests welcome. Call Lisa Schliff at 236-3002.

The Bay Area chapter of the **National Association of the Remodeling Industry**, holds its regular meeting on the 2nd Wed. of every month at 6 p.m. at Showplace Square, 2 Henry Adams Street in San Francisco. Call (415) 255-6463 for more information.

The **Friends of the Latin American Library** hold regular meetings at the Latin American Library, 1900 Fruitvale Ave., Oakland. Join in to support the library as it enters its 30th year of service. For more information call the library at 535-5620.

A non-profit **Phantom of the Opera fan club** is forming. For information call Alison Trammel at 682-4793.

For inclusion in Events, send information to Dennis Evanosky, Real Estate Editor, Hills Newspapers, 5707 Redwood Rd., Oakland, 94619. Phone: 339-4047 Fax: 339-4066. Information must be received one week prior to publication.

SMART MONEY



LEILA GOUGH

Many of us like to use the earnings from our investment as a means to supplement our income. Unfortunately, we do not always receive these earnings at the times most convenient for us. However, by carefully constructing your portfolio, you can receive nearly identical interest or dividend checks each month.

Depending on your long-term objectives, you can choose investments that can offer a combination of both current and potential growth in value. Let's create some mock portfolios that help illustrate this idea:

Let's say you have a conser-

Make investments work for you over time

vative approach to investing and you want high current income with regular monthly checks. In this instance, you could purchase bonds, which would most closely match your investment requirements and risk suitability. Since bonds pay interest twice a year, you could purchase six different bonds to produce those interest payments for each month of the year.

If this strategy poses too expensive a proposition, you could invest in bond unit trusts. These trusts allow you to purchase a portion of a diversified portfolio of bonds in one investment (known as a "unit"), usually in minimums of \$1000 per unit. You can earn monthly income derived from interest or dividends paid on the securities that make up the trust's portfolio.

Suppose you prefer to mix in stocks with your bonds. In this instance, you could select an ar-

ray of "income" stocks. "Income" refers to stocks that are usually purchased for their steady and high dividends. Companies that have been in business for a long time and which have a long track record of dividend payout typically meet the income stock criteria.

You can select stocks with quarterly dividend payouts on months different from the interest payments on your bonds. This can help you maintain a constant stream of income.

Keep in mind that if you want to invest solely in income stocks you would need to invest in at least three of them to receive dividend payments on a monthly basis.

If you decide to invest solely or mostly in stocks, you should remember to properly diversify your stock portfolio. In addition to consideration of dividends, you should select stocks that fall

into a wide variety of categories such as industry group, geographical location, size, financial stability and growth opportunities.

Then, if one stock has poor performance, it will not drag down the return on your portfolio, though it could affect the dividend payment for that particular month.

Having your investments provide you regular income makes your financial goals much easier, but never forget your primary investment objectives.

Talk to a professional investment broker, who not only can help you create a plan that meets your goals, but also can help you check coming like clockwork.

Leila Gough is an advisor and vice-president with Edwards in Oakland. She can be reached at 273-8840.

A number of California cities are awarded housing grants

Governor Pete Wilson has announced that the California Department of Housing and Community Development (HCD) awarded nearly \$4 million to seven communities under a new program to turn foreclosed apartment buildings into viable, long-term sources of affordable housing.

"By taking advantage of market opportunities, communities can use this program to acquire foreclosed properties and then work with the public and private sectors to obtain the long-term financing to provide families with needed affordable rental housing," Wilson said.

Under the new program, communities have two years to use the funds to secure foreclosed properties and arrange for permanent ownership by a housing authority, redevelopment agency or non-profit housing provider.

The seven communities that will receive funding (listed below) have identified thousands of housing units now owned by lending institutions that could be converted into long-term affordable housing.

"The program simply makes good sense," added Timothy L. Coyle, director of the Depart-

ment of Housing and Community Development. "The inventory of 'real estate-owned' properties (REOs) is a potentially significant source of affordable housing."

The following awards were announced: Los Angeles, \$750,000; Oakland, \$746,000; Long Beach, \$667,000; City of San Diego, \$532,000; Escondido, \$532,000; San Diego County, \$242,450; and Fairfield, \$130,550.

Long Beach will lend its funds to the Long Beach Housing Development Corporation, which plans to convert 30 market-rate units to affordable housing.

The other communities are in the process of identifying special properties toward which to apply the funds.

In addition, Coyle said the program is another example of how states can innovatively use federal funds if given the flexibility needed to try new concepts.

The program is funded by the federal Department of Housing and Urban Development's Home Investment partnerships Program (HOME) Program.

HCD promotes affordable housing around California by

working to remove red tape and other government actions that drive up the cost of housing, by promoting homeownership opportunities for all income levels. It has helped fund more than 37,000 units of low-income

housing during the past several years.

Since Wilson took office, HCD has awarded more than \$1 billion to promote housing and economic development statewide.

Fannie Mae offers free help

Consumers can call 1-800-688-HOME to receive a free guide to the home-buying process. The guides are available in several languages, and Spanish-speaking consumers can call 1-800-782-2729.

Fannie Mae markets its own securities and handles a variety of real estate loans, first purchasing these loans on the secondary mortgage

market and then selling to private individual investors.

Fannie Mae is a congressionally chartered, shareholder-owned company, and is the nation's largest source of home mortgage financing. It has committed to provide \$1 billion in targeted lending for low-income homes by the end of the decade.

Send news about local real estate professionals to Dennis Evanosky, Real Estate Editor, Hills Newspapers, 5707 Redwood Road, Oakland, 94619, or call 339-4047. The fax number is 339-4066.

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Buyer's decisions are never easy

Number 129 in a series of true experiences in real estate

She's not sure if she should buy this house. It's the only one in the neighborhood where she would like to live. And she can't afford it.

But she thought that when she bought it, she'd be in love. All women would disappear, and she'd do whatever necessary to make it hers, and that didn't happen. The house works for her, she hesitates.

There are things wrong with the electricity needs updating, and she'd like to do earth-shake retrofitting. No one has lived at the house for a long while, and so the ivy and blackberries growing over the lot must be taken out. She noticed a crack in the fireplace chimney and also several cracks in the house walls. Are these important? She doesn't know.

She read the termite report on which the inspector pointed out a gap between the driveway concrete and the house where water can run. The inspector recommends that this gap be filled with concrete patch; he says to watch to make sure that the house and the foundation don't have water pouring down on

them. Will she have to worry about this gap every time it rains? Who would she get to put the concrete patch in this place?

The setting below the road is pretty, the house an appealing wooden cottage with a covered porch across the front. There are tall pines but not so many that the sun is kept out. One of the trees, though, may need to come down. It's big and it leans a little. What would it cost to have it removed?

"Can I be happy in this house?" she wonders. Will I want to come home here, nestle in, invite my friends, wake up each morning here?

"Can I deal with a house on my own? Keep it together, repaired, find the right people to fix things when they need fixing. Will I even know what needs to be done?"

She thinks about coming home at night and making a fire in the fireplace. She pictures herself sitting by the fire, going through her mail before fixing dinner. Is this the right place?

The bigger bedroom is big enough. She can put her bed in the same spot where there is a bed now, her dresser will fit, and she can change the curtains. The carpeting is fine. If she wants to, she can take it up and have wood



TAROFF & TALBERT

floors with rugs. Yes, that's possible.

But taking on a house, being responsible for your own house, is a big step. If she buys this house, she'll have to move, put all of her things in boxes and take them to the house, then figure out where to put them. And maybe paint some rooms before she does that. Get used to a new stove. Find a small table for the kitchen. What if she doesn't like living there?

It will be expensive. Buying this house will use much of her savings, will commit her to a loan that must be paid every month. And taxes, and insurance, and inevitable repairs.

Decisions will have to be made: about removing the kitchen wallpaper ("Can I do this myself or should I hire someone?"); about having a slab poured under the hot water heater ("It's been sitting on dirt since

See TAROFF, page 18

RAF...

Continued from page 15

sible for people to buy and fix up properties that need significant rehabilitation.

In the past homebuyers or investors, who wished to purchase a home with the intent of fixing it up, had to overcome significant obstacles. Lenders considered these homes not "lendable." If a loan could be obtained at all, a very large downpayment was required, and the buyers had to fund the fix-up costs from their own funds.

As a result only the most affluent homebuyers and investors could take advantage of the best priced properties. Realtors were

not interested in trying to sell these properties because they knew that potential buyers could not obtain financing.

Enter the 203K loan to change all this. One of the most valuable features of this loan is that it is based on the "finished value" of the property. That means that an assumable loan for the finished value can be placed on the property when it is purchased or refinanced.

Then the rehab takes place and the property is sold with no down payment to an owner-occupant, who then assumes the loan. The seller is the investor or nonprofit organization. Their profit remains in an escrow account and goes to them when the finished property is

sold.

Teegarden has become a specialist in 203K loans. She has over five years experience in the lending industry, and was a local Realtor for eleven years. She is a Montclair resident.

RAF Mortgage, located in Berkeley, was established in 1984. The company is now originating more 203K loans than any other Oakland/Berkeley/East Bay mortgage company.

Teegarden gives informational workshops frequently. If you would like to attend one, please call her at 528-0767 ext. 17. She is also creating a list of qualified owner-occupant buyers to buy these zero downpayment properties when they are finished.

If you have no down payment, but do have a good job that would enable you to assume a loan, and good credit, call to get on her list. Realtors are also welcome to the workshops.

The 203K loan:

- funds the money for the rehabilitation;
- is a purchase loan or refinance loan;
- applies to single family residence or 2, 3, or 4 units;
- owner occupant down payment is 3 to 10 percent;
- investor down payment is \$15,000;
- is available to nonprofit

organizations, which can purchase at the lower down payment, creating housing for the community;

• requires good credit, but not "perfect" credit;

• requires full income documentation;

• loan limits:
Single family residence \$152,000

Two units \$194,000

Three units \$234,000

Four units \$294,000.

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Intiguing potential-filled sunny, spacious home in Thousand Oaks. 5BR/2BA, 2 frplcs, large garden. Great location close to Solano, bookstores, food, more!

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UPSCALE SAN LEANDRO ESTATE \$289,000

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SPECTACULAR VIEW-SLASHED PRICE \$499,000

Quality new contemporary, exquisite design & craftsmanship. Convenient Oakland Hills location, 3BR, 2.5BA, dazzling SF&3 Bridge view

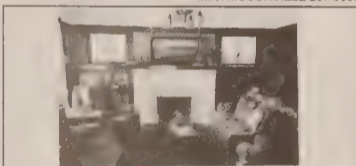
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NAHID NASSIRI 531-1670



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Exquisite Glenview Craftsman with tasteful updates. Impeccable move-in condition. Coming on the market 2/5. Call for a private showing. 482-9000

PATRICIA BENNETT 482-9000



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Trees in front for privacy and a sunny rear yard for produce-you'll love this 2-story lower Oakmore contemporary w/much potential in 2290 sq. ft!

MIKE SULLIVAN 834-4000

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YOU'RE A WINNER IN PIEDMONT\$620,000
Entry courtyard w/pool greets you from this immaculate home w/4BR, 4BA, remod kitchen, family rm, plus large media rm.
M. J. MCCONVILLE 287-9583

CUSTOM EXECUTIVE HOME\$479,000
Located in a private but convenient location in the Upper Rockridge. This spacious home offers a lovely setting for a couple, extended family or home office.
SUZANNE LINFORD 287-9575

OAKMORE TRADITIONAL\$419,000
Charming 3BR, 2.5BA, formal dining, family room w/2nd fireplace, brick patio, level yard. Quality details, new roof, hardwood floors.
MARTHA SHIN 531-8643

DESIGNED WITH DISTINCTION\$385,000
Dramatic contemporary on the sunny side of Montclair. Living rm w/soaring ceilings, formal dining, fam rm, master BR suite w/sitting area, a must for the sophisticated buyer.
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IT'S MORE "JULIA" THAN "JULIA"\$385,000
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Piedmont Ave. Area. Two homes or perfect home plus income arrangement in Craftsman duplex. Walk to Pied. Ave shops & eateries.
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Lovely 3BR, 2.5BA boasts the warmth of woodburning fireplace in the cozy living rm, frml DR, generous-sized BR with city & bay view.
MARTHA SHIN 531-8643

BERKELEY 7-UNITS. 7 STORE FRONTS. \$349,000
Reduced. Traffic terms, owner may carry 1st deed. 3-store fronts, parking, easy commute, 6.5 gross. Seller very motivated.
MARTHA SHIN 531-8643

LOOKING FOR VIEWS & LEVEL YARD?\$349,000
San Francisco & bridges fill the panorama! 4BR, 2BA, formal DR, fam rm & rec rm. Beautifully landscaped. Adj. level-lot @ \$100,000!
HELEN NICHOLAS 339-8400

FOR THE GROWING FAMILY\$339,000
Great 4BR, 3BA fam home w/good sep. of spaces for quality liv. Lrg fam rm, office & bay view in a wonderful area. You'll love it. JODY EDMONSON 287-9582

BEST VALUE\$319,000
Brand new with a bay view. 3000 sq. ft. of bright space. 4BR, 2+BA, 2 decks.
TOM NEMETH 652-6537

REDUCED!\$319,000
TRIPLEX. Perfect for owner-occupant. Walk to Grand Ave shops, theatre, restaur. EZ commute! Lg flats plus sunny studio. Vegetable garden, too.
LYN MURRAY 339-8400

PANORAMIC BAY AND BRIDGE VIEW\$285,000
Just Listed! Pride of ownership reflects this 3BR, 2.5BA w/fam rm. All level living. Top location close to Montclair shopping and freeway.
CAROL COHEN 339-8400

YOUR CHANCE TO BARGAIN\$279,000
Transferred, motivated, charming tudor, sunny, view, hardwood flrs, nice backyard, Montclair schools. Great Oakmore area.
SAM GHADERI 531-6712

MAJOR PRICE REDUCTIONS!\$279,500
Rossmore 2BR, 2BA condo. Like new, decorator perfect. Off white carpet, marble at entry, huge open kit w/breakfast bar, casual dining & FDR. Offer now. JAN NEFF 339-8400

UPPER OAKMORE'S BEST BUY\$269,000
3BR, 2BA in prime location w/spacious sun-filled rooms. Hardwood floors, large family style kitchen area w/access to private patio.
CAROL COHEN 339-8400

ROSSMORE ALTERNATIVE\$259,000
Vaulted ceilings, 2+BR, 2.5BA, formal DR, 2-car garage, upper Rockridge location. Has its own interior elevator-no steps necessary.
SUE WILLIAMS 482-5077

ROOM TO SPARE\$247,900
Room to spare, room to grow in El Cerrito near Albany. 4BR, 2.5BA sunny back-yard, quiet str. Close to BART, plaza, Fat Apis, tennis, swim.
NICK LAVROV 525-2727

PERFECT FOR PARTNERS\$247,000
Quiet Glenview Street, yet close to everything! Single family home converted to duplex w/large yard and sunny deck, basement workshop & great neighborhood.
PATRICIA BENNETT 482-9000

EXQUISITE PENTHOUSE\$229,500
Private entrance, 2BR plus den, 2BA, master suite w/deck & city views, 3 balconies, security building. Walk to Piedmont Ave., S.F. transportation steps away.
CHARLENE CLAYBAUGH 339-8400

MORE FOR YOUR MONEY\$227,500
Unique property, 2BR, 2BA house w/attached 1BR, 1BA cottage, oversized garage, large workshop. Great for home business, child care, extended family.
CHARLENE CLAYBAUGH 339-8400

BEST BUY, LINCOLN HEIGHTS\$215,000
3BR, 1BA split level, formal dining rm, huge fam kitchen. "PLUS ROOM" and bath w/separate entrance, great for home office or?
CHARLENE CLAYBAUGH 339-8400

90'S ART DECO-MONTCLAIR\$209,000
New construction in 1988. All 90's perf w/Euro kitchen, light oak hrdwd, track lighting. 3 stories. Master suite. Pano valley view. Garages.
HAL CASTLE 339-9778

SUN LOVERS\$205,000
Come to a home that is made for you. Stylish & bright, Spanish in Oakmore. Large room, updated kitchen plus room & large workshop. Garage & level out to yard.
ARNOLD MUELLER 530-6099

LINCOLN HEIGHTS\$189,000
Just listed. Absolutely charming, 2BR w/private yard on beautiful tree lined street. Sun filled breakfast room. Minutes to regional parks.
CAROL COHEN 339-8400

A CLASSY START FOR 1996\$177,500
You'll love this immaculate 3BR, 2BA home with its large light filled rooms. New baths, great hardwood floors and good Maxwell Park area. Don't miss this one.
JODY EDMONSON 287-9582

PANORAMIC VIEW-1/2 ACRE\$169,500
Never before on market. Private driveway, fab country kit. 2BR + home office, 1.5BA. Quiet street in a Millsmont dist. Best value in area. LOIS C. JOHNSON 339-8400

MILLS COLLEGE HILLS AREA\$169,000
Just listed. Fantastic starter home. Large 2BR, oversized level lot, 2-car garage, cabana, fireplace, plank hrdwd floors, separate dining.
KEN FERRELL 814-9036

STYLISH CITY LIVING!\$169,000
Sophisticated 3BR, 2BA condominium. Walking distance to Lake Merritt/Downtown. Has its own laundry, storage, fireplace, private deck.
LYN MURRAY 339-8400

CONTRACTORS OR INVESTORS\$169,000
3BR w/formal dining rm & large kitchen. Full basement. Liveable & flexible. Great area near Piedmont Ave.
M. J. MCCONVILLE 287-9583

MOVE-IN CONDITION!\$164,000
Sparkling clean and spacious home remodeled from the ground up w/ new kitchen, baths, electrical, heating. Large den could be 4th bedroom - 2 full baths!
PATRICIA BENNETT 482-9000

WHY RENT?\$159,900
Spectacular view, sparkling townhome. This is something to admire. Quiet & secluded complex. Two bedrooms.
MICHAEL HARDING 654-2669

TIRED OF COMMUTING?\$145,000
Laurel District. If you're tired of fighting the freeways, why do it? Enjoy this quiet bungalow, just min. from town. 2BR, 2BA only \$145,000. Take a look! MORRIE FEIGENBERG 547-6975

NEW LISTING PRICED RIGHT!\$135,000
It's hard to believe that you can live in such a beautiful little. This 2BR is only 135,000. Relax in front of the fireplace. Make it yours today.
MORRIE FEIGENBERG 547-6975

MILLS COLLEGE MEDITERRANEAN\$135,000
Classic meticulous split-level offers vaulted ceilings and sun-drenched rms. Large frml din, separate breakfast rm, remod kit and bathroom.
SHERDELLA SIMS 287-9586

BARGAIN OF THE WEEK.\$132,000
Sharp 2BR plus family room, large basement plus 2-car garage.
ARNOLD MUELLER 530-6099

MORE MILLSMONT\$130,000
One nice bungalow on sunny lot above MacArthur Blvd 2BR/1.5BA, frplc, hrdwd flrs, laundry rm, spare rm in basement. Dog Run, hot tub, good gardening space.
NICK LAVROV 525-2727

CHARM! CHARM! CHARM!\$129,000
Absolutely charming 2BR, 1BA home w/large lot in nice neighborhood. Owner occupied by same fam for 30 years.
CAROL COHEN 339-8400

PROFESSIONAL'S HEAVEN\$127,500
The privacy, views and quiet will help you relax when you own this stylish & charming 2BR plus den home. Frplc, lg rms, new carpets and more! JODY EDMONSON 287-9582

LOVINGLY CARED FOR CONDO\$117,000
Truly special 2BR, 2BA with fireplace in prime Adam's Point location. Quality living at an affordable price.
CAROL COHEN 339-8400

MUST BE SOLD NOW. BE CREATIVE.\$115,000
3BR, 1BA frml din rm, frpl in living rm. Basement w/loads of storage. Upgraded kit & bath. Split level home w/1 car garage. 3398 64th at Laird.
DAWN ELLIS 287-2648

SAN LEANDRO - MARINA WEST\$114,900
Marina West 3BR, 2BA condominium within walking distance to marina and golf course. Carefree lifestyle in most desirable location.
CAROL COHEN 339-8400

FOREVER VIEWS!\$109,990
Adams Point. This update 2BR, 2BA condo w/stone frplc, deck off the living rm. Watch the sunset or swim in the pool. Best price in the building!
MORRIE FEIGENBERG 547-6975

FORECLOSURE PROPERTIES\$49 - \$139,000
Bay area properties. Oakland, San Leandro, Berkeley, homes and condos. 3% down for owner-occupants, 15% down for investors. Call for more information.
MICHAEL HARDING 287-9598

Hotline

Continued from page 15
with last year.

Some of the people whose houses we marketed last year were clearly just testing the market. They would have been willing to sell their houses and move if someone had come along willing to pay them their fantasies of what they would have liked to receive for their houses.

In the absence of these fairy god mothers and fathers, they were content to stay put and have done so. At one level, such people are the bane of the real estate agent's existence.

We invest a lot of time and money into trying to market their houses and there is nothing to show for it when they finally let the listing expire and go back to their normal lives.

But at another level things are not so terrible. For one thing, every once in a while, the fairy godperson shows up and surprises everybody by buying the place for an outrageous price. Hey, OK.

Then again, these people will probably actually sell their house sometime, so by giving them the best possible service under the circumstances and maintaining their confidence, we will be hopefully get their business sometime down the line.

And maybe they'll have a friend who needs to buy or sell whom they'll refer to us. So working with this kind of seller is just part of the game.

But some people really need to sell, for a variety of reasons. We sold a beautiful old Victorian house for a UC professor who had taken early retirement and now had another post at a school in another state.

He and his wife already had bought another house in the new town. They had owned their house here for a long time and now was the time to move on. Bang, bang, bang, it was done.

A friend of ours had inherited her house a long while back and now needed to move to a certain school district. She lived in a great part of town and, once again, it was as easy as one, two, three. We priced the house competitively and had five offers the first week.

Finally, another client had a wild swing in employment which resulted in the approaching foreclosure of her refinanced house. This person felt the situation was an

open and shut case. Sell fast or the bank takes the property. It was a sweet house in a nice area and we had an offer after one open house.

These people had real needs and the willingness to approach these needs straightforwardly. One of their main desires was to get on with their lives in whatever new format was appropriate. So, whether it meant making money, or losing money, they did it.

But not everyone is ready to bite the bullet when the situation might otherwise demand it. We had a couple of clients this year who felt they needed to make profits on the sale of their houses, but who, when they added this hoped-for profit to how much they had paid for their houses, along with the amount they had spent remodeling and fixing the places up, concluded that they needed to sell their houses for more than the market would bear.

So even though they received offers on their houses, they decided to hold out for higher prices. We will market their properties again this spring but, in the meantime, they've either had to put their plans on hold, in one case, or have had to go through the rigamarole of finding short term tenants to cover the costs of owning the house while they rent in the new area to which they have moved.

What to do in such cases is completely the clients' decisions. We'll certainly go along with whatever they decide. There is no absolute right or wrong thing to do in cases like these, it just makes us feel bad to see our clients feeling bad when they are pursuing objectives which seem to us chimerical.

These are some of our reflections on the past year. It occurs to us that it might be fun to retell some of the interesting experiences or reflections you readers might have had, either flowing from transactions you might have conducted or observed during the past year, or from times further back, but which stand out in your memories.

If you would like to share an experience or perception, just fax us at 549-3720 (put our names on a cover sheet), or tell us the story on our voice-mail at 835-6218.

Happy New Year!

Heidi and Jerry Long are licensed real estate agents with Coldwell Banker in Berkeley. If they can assist you in any way, call them at 525-5800.

Tarpoiff

Continued from page 17

the house was built — does it really need to be changed?"); and about that tree, ("Should it be removed or not?")

The biggest decision: Should she go forward? Make an offer to buy this house, plan to make it hers, plan to move in sometime in the next few weeks?

Maybe this isn't the right house. If she is going through all this thought and wondering, does this mean she should keep looking?

What are her agents doing to help her? We give our client as much information and insight as we can. We tell her that it is a big decision, one that we cannot make for her, that we want her to feel confident before proceeding.

We remind her that she is buying something used, a house built some time ago, but that even new houses are not perfect. If she decides to make an offer, we will do inspections, determine what the problems with the house are, and how to fix them. If we discover something about the house that is a surprise and if it is not possible to make it right, she can withdraw from the sale.

We talk about what the physical inspector will do, what he will tell her, and we discuss getting bids for the things we know she will want to do. We tell her about the wonderful fireplace man who can come to evaluate the condition of the fireplace and chimney, tell us if he thinks we should be concerned about the crack.

We say that it may be helpful to think about the house as one might approach buying a used car. Some cars are better built to begin with: some cost more, some less. We would expect a Bentley to be of better quality probably than, say, a Plymouth.

We may not be bowled over by a used Plymouth, but if it serves our purposes and we can afford it, that may be what we consider buying. Then we must next evaluate what its present condition is. What will it cost to make repairs and upgrades that we will find necessary?

Do we still want to buy it? If we do, we take on the maintenance of the car. If we want it to run well, we'll need to make sure that the parts are kept in good condition.

Deciding on a house is similar. We look for one that suits us, one that we can afford. We consider its shortcomings and its assets. If we decide to buy it, we expect to spend time and money maintaining it.

But if the house doesn't feel right or if the time to buy is not right, there is always something that will prevent us from moving forward. In this case the house doesn't need a roof, the foundation doesn't need replacing, the floors don't slope. If any of these were true, our buyer could easily say, "It needs too much work."

The lot here is sunny and large. "If it weren't," she might say, "I've just got to have more sun, or 'I don't like having the neighbors so close.'"

The access under the house is high and dry, so she won't be saying, "It's too bad it's damp under the house. And that the retrofit work will be more expensive because the crawl space is so low."

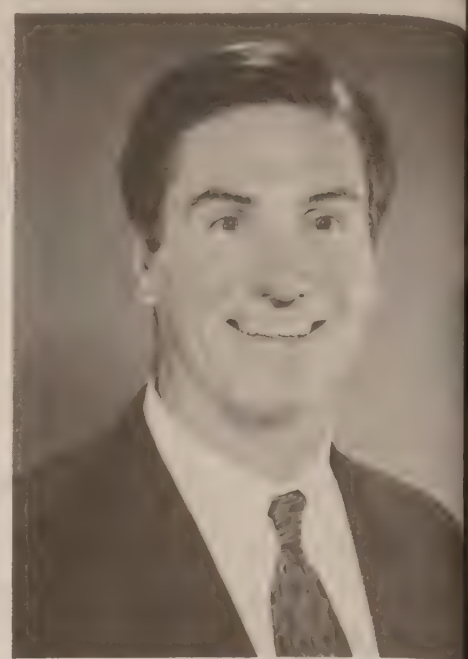
If the house were priced at the top of what she could afford, she could rightly say, "I have to reach too far to buy this house. It's too much money. But this house is priced for less than she expected to pay."

Our client has been looking at houses for some months, but today things have changed for her. This particular house fits what she has been seeking. Now she must decide if she really wants to buy. It's possible that she thought she did, but she doesn't. It's also possible that another house, maybe one that needs far more work, even one that costs more money, will capture her heart and she'll live happily ever after.

Pat Talbert and Anet Tarpoiff are licensed agents and real estate consultants. To ask a question or to add your name to their mailing list, call Tarpoiff and Talbert at 635-2050.

Seminar

Lauth leads Red Oak seminar



Michael Lauth will lead the Feb. 7 seminar hosted by Red Oak Realty.

A free First-Time Home Buyer Seminar, sponsored by Red Oak Realty and Mortgage Network, will be held Wed., Feb. 7 at 7 p.m., at 1891 Solano Ave., Berkeley.

Find out about first-time home buyer programs, get tips from a licensed Red Oak agent on how to make an offer, negotiate the best deal, inspect a home and more.

Get prequalified and receive a listing of homes for sale in your price range.

The next seminar is Feb. 14 and features Red Oak agent Michael Lauth, as guest speaker.

Lauth is married and lives in the Oakland hills where he works.

He received his education from St. Theresa's Grammar School, Bishop O'Dowd High School and the University of California.

He has ten years of sales experience during which he developed his philosophy of providing quality service and accountability to his many clients.

Classified: 339-8777

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Exquisite North Berkeley Craftsman



1,934 sq. ft. main house + 271 sq. ft. cottage.
Rich redwood paneling & built-ins. 3+BR, 3BA.
Skylit oversized kitchen & family room.

\$385,000

THORNWALL
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When it comes
time to buy a
house, seven out
of ten people put
a down payment
on a newspaper.

In a 1991 study, reported in *Home Buying and Selling Process*, the National Association of Realtors (NAR), reported: "Since 1989 ... homebuyers who rely on newspapers have significantly increased from 41% to 58%."

These findings really shouldn't surprise anyone. After all, no other advertising medium reaches more people with the information they want when they want it.

The facts are simple. When you have real estate to sell, the newspaper is the most effective way to sell it.

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BERKELEY

- HILLTOP AERIE - WHERE GOLDEN HAWKS SOAR**.....\$775,000
New const. 5/4. Spectacular view: city & bridges. Bebe McRae ext. 145
- TILDEN PARK VISTAS**.....\$415,000
4BR home with family room & pool. Bebe McRae ext. 145
- UPPER THOUSAND OAKS TRADITIONAL**.....\$359,000
3+BR, 1.5BA, with beautiful wood detailing and great yard!
Formal dining room and sun porch. Bebe McRae ext. 145
- 151 FAIRLAWN DRIVE**.....\$325,000
IMMACULATE AND UPDATED, newly shingled. 3BR/1BA
home in private and level-out garden setting. Jan Fougner ext. 138
- 931 REGAL ROAD**.....**OPEN SUNDAY 1-3**.....\$325,000
Light-filled 3BR/1+BA North Berkeley view home with 2-car garage.
Close to parks and transportation. Bebe McRae ext. 145

OAKLAND

- 28 WESTMINSTER DRIVE**.....\$1,275,000
Prestigious Claremont Pines! Beautiful and romantic architecture.
Updating. In- & outdoor access throughout. Stylish granite kitchen &
limestone baths. Bebe McRae ext. 145
- ASTONISHING BEAUTY**.....\$765,000
AT AN ASTONISHING PRICE! Bay and city views, level yard &
garden terraces. 5BR, 3.5BA, kit-fam-patio great rm. Gini Erck ext. 133
- 5844 BIRCH COURT**.....\$569,000
Wonderful home (or 3 units) above College Ave., plus cottage
with apartment, shop and studio space. Jan Fougner ext. 138
- ROCKRIDGE BROWN SHINGLE**.....\$550,000
Large 5/2+ home on vast double lot! Lovely woodwork, box beams.
Fam rm, au-pair potential. Just above College Ave. Bebe McRae ext. 145
- GRACIOUS CROCKER HIGHLANDS TRADITIONAL**.....\$365,000
Spacious 2+BR, 1.5BA with big house feel. Large, lovely
private garden. Trish McEneaney ext. 125
- ROCKRIDGE CRAFTSMAN**.....\$232,000
1914 charm. 1990 upgrades! 2 bedrooms, low maintenance,
College Ave conveniences. Gini Erck ext. 133

ALBANY

- 852 HILLSIDE AVENUE**.....**OPEN SUNDAY 2-4**.....\$339,000
Very special property on quiet street! 4/2.5, double garage, views! Yard.
Tons of storage. Huge house, great value! Susie Schevill ext. 144

KENSINGTON

- 243 LAKE DRIVE**.....\$200,000 minimum bid
One level 3BR home in good cond. Level yard & big park wilderness
views. Sealed bid sale (UC Regents) Feb. 7th. Bebe McRae ext. 145

LOT

- 1163 CRAGMONT AVENUE**.....\$144,900
Easy upslope, soils report. VIEWS! Gini Erck ext. 133



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Latest survey shows interest rates mixed

The latest interest-rate survey released Thursday, Jan. 18, by the Federal Home Loan Mortgage Association (Freddie Mac) announced that the national average for 30-year fixed mortgages was 7.02 percent, down from the 7.08 percent average the previous week. The one year ago was 9.05 percent.

Rates on the 15-year fixed, a popular option in the refinance market, averaged 6.53 percent, down from 6.59 percent the week of Jan. 11. This loan averaged 8.70 this time last year.

On Dec. 29, 1995, the Federal Home Loan Bank Board pegged the 11th District Cost-of Funds Index (COFI) for January payments at 5.119 percent, up from the 5.116 percent that was in effect for December payments.

The COFI is set monthly by the Federal Home Loan Bank Board on the last working day of the month at 3 p.m. and remains in effect for the entire following month.

MASON-McDUFFIE Welcome Home

OAKLAND / PIEDMONT

CENTRAL PIEDMONT CLASSIC \$599,000
This sunny 4BR, 2.5 BA home offers all you've been waiting for! Large family room, level yard, walk to all schools. CINDY FLEMING 428-0900



ENCHANTING SPANISH MEDITERRANEAN \$480,000
Large & lovely, 4+BR, 2.5BA, formal living room & FDR, great entertaining. Yard, pool, convenient loc. Open Sun 1/26, 2:00-4:30. DAVID ICHIKAWA 428-0900

NEW PIEDMONT LISTING! \$439,000
Excellent value! Light & spacious 3BR, 2.5BA home in a great location! Rumpus opens to level yard. CINDY FLEMING 428-0900

ROCKRIDGE CRAFTSMAN \$439,000
Treat your eyes on the timeless beauty of hardwood floors & arched windows. Enjoy preparing a feast in the architecturally designed kitchen. Walk to BART! JAVIS DELACROIX 428-0900, 658-6332

SHADON HILL ELEGANCE \$365,000
Spacious Spanish Med on X-1g lot. 4BR, 2BA, liv. rm w/beamed ceiling, formal dining rm, family rm, study, patio, 2-car garage & more. WENDY YEE 845-0200, 273-9373

WALK TO PIEDMONT AVENUE \$233,000
From this charming, cozy 3BR, 2BA home. Large kitchen, family room, hardwood floors. Rear deck w/bay views. P. CORNFORD 339-9290, 489-4213

CLASSIC BROWN SHINGLE \$229,000
Large 4BR w/ spacious rooms & high ceilings. Full basement, 2 fireplaces, walk to Piedmont Avenue shops. J. de COSTA 339-8888, 466-5597

VIEWVIEW STARTER \$199,000
Deal 2BR w/ 2 plus rooms, too... Move-in condition, close to shopping & transportation. MORAN 339-9290, 534-3038

UPPER LAUREL \$155,000
Reduced! Super clean 2BR. Move-in and enjoy the gazebo and garden setting. BOOMER 339-9290, 869-4202

NEVER PAY RENT AGAIN! \$149,900
This affordable 2BR cottage has so much to offer. New floor coverings, woody setting, quiet street & ample storage. Take advantage of this great value now! JAVIS DELACROIX 428-0900, 658-6332

PROFESSIONAL LIVING \$149,500
Make your life easier. 2BR, 2BA condo at Portobello on the water. Lots of amenities: Pool, sauna, tennis, etc. MONICA ROHRER 849-3711, 525-7805

THE ULTIMATE! \$137,000
Island. Luxuriously remodeled condo on quiet tree-lined street, 2BR, 2BA, walk to Piedmont Ave. MARY HANNA 428-0900

SIMPLY OUTSTANDING \$134,000
You'll love this charming & spacious condo! Features 2BR/2BA, fireplace, in-unit laundry, eat-in kitchen, master suite & more! DOLORES THOM 834-2010/763-1710

LIVE LIVE WORK CONDOS \$132,000-\$237,5000
None of these units is unique! Small private gardens, one large unit was featured in the Chronicle. 800-1700 sq. ft. Security entrance, courtyard. WAGNER 524-2525

LIKE BRAND NEW \$125,000
2BR, plus completely rehabbed large yard. Craftsman detail, great yard, new kitchen/bath, new carpet & lino. CHITRA 286-2612/834-2010

LOTS OF POTENTIAL \$76,000
2BR, 2BA house used as a rooming house. Close to West Oakland BART & freeway. A cross from new live-work development. Seller motivated. LOGENE BUTLER 526-5143

AFFORDABLE/ADORABLE CONDO \$62,500
Newly painted bed & bath. New double pane window. Close to transport in Adams Point. CHITRA 286-7612, 834-2010

BERKELEY / ALBANY

COMMERCIAL-INVESTOR'S DELIGHT. \$435,000
Units, one 3BR house, four 2BR units & two 1BR units. Laundry on premises, lots of storage & a huge lot in West Berkeley. LOGENE BUTLER 526-5143

COUNTRY LIVING \$360,000
If you enjoy peace and quiet come visit this 2BR home which has a 2BR in-law, decks & a double garage. Access to 24 for S.F., Oak, W.C. commute. WAGNER 524-2526

BERKELEY / ALBANY

RARE FIND IN ALBANY \$278,000
Large spaces greet you, living room, FDR, 3+BR, 1+BA w/big eat-in kitchen, garage, yard, wonderful schools, walk to shops. BILL MCDOWELL 526-5143

LOCATION! VIEW! POTENTIAL! \$259,000
Charming split-level 2BR w/excellent floor plan, 2-car garage & large garden. Easy indoor-outdoor access. Terrific North Berkeley area. FRANCINE DIPALMA 849-3711, 526-7055

THE LUXURY OF CONDO LIVING \$229,000
Awaits you: elegant, spacious 2BR, 2BA in walking, shopping, transportation area. Fireplace, 1-car parking, pool & more. FRAN/JEAN 849-3711, 273-9319

NEW LISTING! \$215,000
Charming 2+BR, 1+BA in convenient Albany location near schools, library, Solano Ave & transportation! Lovely kitchen! CAROL JEKABSON 849-3711

INCREDIBLE ALBANY VALUE! \$209,900
Only \$209,900! A wonderful family home in the best area close to Marin school and Terrace Park. Boasting 2+BR and large private yard. Call now to see! JULIANA 524-2526

NORTH BERKELEY TOWNHOUSE \$189,000
Near Spruce & Rose. 2+BR, 1.5BA w/fireplace, remodeled kitchen/bath and yard. Price reduced! BILL GRIMASON 849-3711, 273-9321

MOVE RIGHT IN \$189,000
West Berkeley. Delightful 2BR, 1.5BA, large family room & move-in condition. Sellers motivated. LOGENE BUTLER 526-5143

CHARMING WEST BERKELEY HOME \$186,500
2BR house, lrg lot, garage. Just around the corner from Acme & Fanny's. TOM MODIC 849-3711, 273-9519

START OFF RIGHT! \$179,900
Just what you wanted-A beautiful home in excellent condition for a great price. Hardwood floors, fireplace, yard and garage, too. Plus two spacious BR. JULIANA 524-2526

WALK TO BART \$159,000
Albany school district, close to BART & El Cerrito Plaza. This 2BR, 2BA condo has a deck off LR. New appliances & secured parking. LOGENE BUTLER 526-5143

WEST COUNTY

LOVELY WOODED BAY VIEWS \$279,000
In peaceful convenient setting! Spacious 4BR, 2BA w/many extras! Desirable neighborhood! CAROL JEKABSON 849-3711, 527-3494

IMMACULATE HOME IN MARINA \$249,000
Bay/Breakers. This home is 4+ yrs young, has 3BR, 2.5BA w/cozy frplc in large living rm. Landscaped, community pool/spa, sec. gated, park & bay front. Hiking. MIKE GOODMAN 526-5143



PANORAMIC VIEW! \$205,000
Large El Sobrante/Richmond home has tiered lot, fruit trees, decks, hot tub, wine cellar, 2 master suites, 4BR, 3BA! NETA HAM/JIM C. 527-9800, 273-9142

WONDERFUL STARTER \$175,000
Located in quiet Richmond Annex this move-in condition beauty has it all. Big yard, storage galore, 2BR, 1BA, big eat-in kitchen, large 2-car garage. Best buy! BILL MCDOWELL 526-5143

RICHMOND ANNEX GEM \$146,000
Well maintained 2BR home is convenient to El Cerrito shopping, Plaza and BART. Large backyard! Good for first time buyers! MIYAMOTO 527-9800

SPOTLESS SPACIOUS CONDO \$109,000
End unit upstairs, serene view. This 2BR, 2BA condo has it all. Frplc in LR, deck off DR, attached parking. Move right in. Seller motivated. LOGENE BUTLER 526-5143

CONSIDER WHAT COULD BE! \$32,000
This 2BR house needs a lot of work but it is close to new Kaiser Hospital & new shopping center & close to public transportation. LOGENE BUTLER 526-5143

EMERYVILLE

22 NEW LIVE/WORK LOFT CONDOS! \$184-\$245,000
Across from Emery Public Mkt. All 3 lvs w/skylights & spiral staircases. 1432-1704 sq. ft. Choose your own finishes. Open daily. Call for appt. BILL GRIMASON 420-1963

REAL ESTATE FORUM



GEORGE ORAM

So many properties — homes and investments — are always on the market at out-of-market prices that it is just remarkable. So many more are on the market with such obviously easily fixed problems, that it is also remarkable.

Are sellers not hearing their Realtor's advice and/or visiting other open homes and seeing how a home should be prepared to sell? Properties sell briskly in almost all markets. How to do it? Let's venture through a few case histories.

• Fixing It Up

We recently listed and sold a beautiful large home which had gone unsold for about a year. The prices had been too high, but now, the sellers really wanted to sell. The listing price was still just a bit high for the area, but not for the property.

What to do? The owners had maintained the home very nicely, but it just didn't show well. Were the two burnt orange sofas obstructing traffic into the living room part of the problem? They

Some first-hand selling tips

went. Was the plastic covering on the dining room table right for the home? It was replaced with linen and fine china.

The woodwork was gorgeous, but was the home a bit dark? We added lamps and some bright quilts on the beds. Finally we added a beautiful Empire style sofa from our own home, and rearranged the living room furniture and wall decorations. With a less than \$200 effort he home showed ever so much better.

Another nifty property on the market — large, well located, great architecture, very desirable with a not too bad price. Other properties in the area have sold at similar prices. It had been listed with a very fine agent and company, but had not sold. The sellers wondered why.

The answer was clear. The outside and the inside were each painted one color throughout — no highlighting of the architectural details with contrasting paint colors. The linoleum was clean, serviceable but older and not what buyer's find appealing today. Carpet was of a budget nature.

All these inexpensive to fix defects were in a building in fine physical condition with wonderful "lines" and an asking price well over \$500,000. They tried a \$50,000 markdown that didn't work, when what they needed was

a \$25,000 fix up for sale. If they do the fix up and remarket the property, it should sell.

Fixing up or lowering the price can be a tough choice. Sometimes we recommend one approach and sometimes the other. If the property can really carry a higher price, then the fix up is in order. If the area and or property cannot carry a sufficient price, then the "as is sale" at a price that "grabs" the buyer is in order.

Comparable sales tell you what price the property usually can bring. It is up to the seller and his or her marketing consultant — the agent — to make it happen.

The bottom line is, something about the property has to "grab", strike at the heart of the buyer. It's just like seeing just the right stranger across a crowded room. The buyers usually know right off when they see the property if they want it or not.

If your property has been for sale for a few months and showings are few and offers are nil, ask your agent to bring his or her colleagues by for a diagnosis — is it price or is it how it shows, or worse, is it both?

A few years ago, we could not figure out why a home we had listed at a reasonable price hadn't sold. We knew the price was right; we had many open houses and

See ORAM, page 21

The GRUBB Co.

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64 BELLEVUE AVENUE NEW EXCLUSIVE \$795,000
Beautiful Central Piedmont Mediterranean. 4/3. Breakfast room opens out to garden. Quality detailing. ANIAN TUNNEY

21 PARK WAY \$749,500
Elegant 3-story traditional. 5 + sunny bedrooms. Formal living/dining. Seller financing available. JUDY CAIN

233 ST. JAMES DRIVE NEW EXCLUSIVE \$569,000
House Beautiful. Move right into this lovely home & enjoy the care lavished on it by present owners. Level-in, spacious rooms. Low-maintenance grounds. SUSANNE PAUL

440 EL CERRITO AVENUE NEW EXCLUSIVE \$539,000
Mediterranean charmer in pristine condition. Four bedrooms/two baths upstairs, spacious formal rooms, eat-in kitchen, rumpus room and level garden. BETTINA BALESTRIER

48 CREST ROAD NEW EXCLUSIVE \$475,000
Level living filled with light and charm. Hardwood floors throughout and three fireplaces. Glass doors open level out to spacious deck set in the trees. ELIZABETH DICKSON

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6101 MAZUELA DRIVE \$929,000
Magnificent new home with traditional flair. Panoramic view. Lavish use of marble and granite throughout. LINDA MCCLAIN

45 TIFFANY LANE REDUCED \$599,000
Fabulous new custom home on level lot. 5 bdrms/4 baths. designer kitchen/family room. Mstr. ste. w/frplc. JUDY CAIN

6040 BULLARD DRIVE \$380,000
Exceptional value. Piedmont side of Montclair. 3/3, formal dining. 2-story traditional. SHERRI WILLSON OAKLEY

4833 PROCTOR AVENUE \$379,000
Stylish new three bedrooms/two and one-half baths w/granite counters. Hardwood floors & top finishes. ED KUO

6545 EXETER DRIVE REDUCED \$337,500
Spacious Garden Home w/canyon views. Open & light. Master bedroom +2/2, family rm. Seller may carry. MARILYN WATSON

5363 THOMAS AVENUE \$315,000
Rockridge, spacious & lovely yard. Sunny 3 bdrms + legal rental in-law. Move-in condition. Motivated. MARILYN WATSON

5650 BROADWAY \$299,950
Prime Rockridge location with open floor plan & large light-filled rooms. Beautiful living/dining rooms. JUDY RANKANKAN

4057 MAPLE AVENUE OPEN 1-3 P.M. \$182,500
Picket fence cottage with cook's kitchen. Two bedrooms plus office or den. Large level garden. KATHLEEN CALLAHAN

BERKELEY

Open Sunday 2 - 4:30 p.m.

169 VICENTE ROAD
New Country-English with four bedrooms and two and one-half baths. Bay view. Sunny cook's kitchen, hardwood floors and granite tile countertops. Terraced garden and decks with creek. Wonderful outdoor living. KURT BUCHHOLZ

CLAREMONT \$579,000

PIEDMONT

By Appointment

BEAUX ARTS ESTATE \$2,450,000
San Francisco elegance in central Piedmont. Exquisite detailing throughout. Gourmet kitchen. Gorgeous entertaining. ANIAN TUNNEY

PRIVATE RESIDENCE \$1,850,000
Distinguished JH Thomas architectural treasure. Gorgeous grounds. Appalachian oak wainscoting. MARION SCHWARTZ

PIEDMONT ENGLISH \$1,295,000
Bay views from living/dining rooms. Paneled library w/frplc. 4/3.5. den & exercise room w/sauna. MARION SCHWARTZ

GOUGEON LEVEL PROPERTY \$998,500
Elegant 3-story w/gorgeous level grounds & private garden vistas. Formal living/dining, library retreat. D. GRUBB JR

PRICED TO SELL! \$839,000
Classic colonial w/gracious formal living/dining, gourmet kit & breakfast area. 5/3.5 w/office or au pair. M. SCOTT/S. VOGL

ALL LEVEL - GORGEOUS \$795,000
Fabulous home for entertaining. Central courtyard. Formal living and dining. Comfortable family room. MINDY SCOTT

CENTRAL LOCATION \$749,900
Perfect floorplan! Great view! 4 bdrms upstairs/2.5 baths. Beautifully remodeled. Yard & garage. KATHERINE COOPER

SOPHISTICATED \$694,500
A master piece of contemporary design overlooking Lake Tyson. Exceptional value. 4+2.5. DONALD GRUBB JR.

PRICE PRICE PRICE \$275,000
Very private Piedmont home. Needs TLC, but priced right! Three bedrooms/two and one-half baths. HELEN BUTY

OAKLAND

By Appointment

EXQUISITE HILLCREST ESTATES \$699,000
Prestigious, stylish. Four bedrooms, three and one-half baths, acre, pool, sauna & greenhouse. KURT BUCHHOLZ

AUTHENTIC MEDITERRANEAN \$539,000
Desirable Upper Rockridge w/gorgeous tile & wood detail. 4 bdrms/3 baths w/remodeled kitchen & garden. ANIAN TUNNEY

ELEGANT TOWNHOUSE \$439,000
Elegant townhouse with many extras. Incl. elevator, library, spacious level patio and garden. 3/2.5 ELIZABETH DICKSON

STYLE AND SOPHISTICATED \$419,000
Remodel w/quality & style. 3+3/3, living rm & den w/frplc. 1/4 acre. Patios, deck, garden w/gazebo. ANGELA WEI GRUBB

ELEGANT IN-LAW \$375,000
Beautiful level property. Sunny secluded patio. Terrific home with four bedrooms/three baths & rumpus. JEAN SIMMONS

EAST COAST ELEGANCE \$349,000
Old World charm. Top floor with San Francisco view. Fabulous building. Make an offer. 2 bdrms/2 baths. ANIAN TUNNEY

IMMACULATE \$325,000
Three bedrooms and two and one-half baths. Living room with fireplace, separate dining room, and eat-in kitchen with deck. Hardwood floors and filtered view. ANGELA WEI GRUBB

PRISTINE CROCKER TUDOR \$299,000
Charming English w/spacious living room & formal dining. 3+1/2, hardwood floors and level garden and patio. JOHN KARNAY

PRIDE OF OWNERSHIP \$285,000
A perfect 10! Location - condition - price. Montclair's best value. 3 bdrms/3 baths and rumpus room. SUSANNE PAUL

RUSTIC MONTCLAIR \$284,000
Sunny Montclair hideaway. Great privacy. Charming. Three bedrooms with decks and hot tub. SUSANNE PAUL

REDWOOD HEIGHTS \$219,000
Artistically decorated and well-maintained Mediterranean. Updated kitchen & new bath. 3/1, plus room. DEBRA DRYDEN

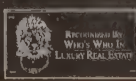
BERKELEY

By Appointment

CLAREMONT \$569,000
Sophisticated, one-level with max privacy. Central courtyard and sunny gardens. Bright 4 bdrms/3 baths. DEBRA DRYDEN

BEAUTIFUL VIEW HOME \$499,000
Two-year old quality construction w/flexible flr plan. Gourmet kitchen, hardwood flrs, home office & spa. KURT BUCHHOLZ

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RAND LAKE	KENSINGTON	MONTCLAIR	MONTCLAIR	PIEDMONT
834-2010	(510) 526-5143	(510) 339-9290	(510) 339-8888	(510) 428-0900



253-0330

REAL ESTATE FORUM

SHERRI WILLSON OAKLEY

Second of a four part series. Parts III and IV will offer strategies to determine the proper list price for a property.

My previous article examined the detrimental effects of overpricing in a declining real estate market. It pointed out that local home sales statistics for 1994 and 1995 indicate the existence of two separate real estate markets going on simultaneously.

The first market — about 60 percent of the properties — was priced realistically. This was evidenced by their timely sale within an average of 94.5 percent of their original list price.

For the remaining 40 percent of the homes, the picture was altogether different. Overpriced, these properties languished on the market. Most underwent a series of price reductions and wound up selling for a discount at an average of 85 percent of their original list price.

There is no denying that sellers today face some tough choices. This article will look at why so many sellers overprice their homes in spite of the negative repercussions to themselves and to property values in our market place.

On the surface, there may seem to be a great variety of explanations, but in reality, they all boil down to the same four reasons: pride, need, greed, and false expectations.

Sound harsh? Perhaps. But not

Meeting today's market

addressing the issues will only serve to perpetuate the problem. So let's take a moment to confront our demons.

Pride

No two houses have identical features and amenities in our area. In setting a price, it is vital that the seller open his mind to the possibility that one or all of the comparable sales are better, more appealing properties from the viewpoint of the typical buyer.

Most homeowners are very involved in their homes and have a hard time disassociating themselves as required, so this recommendation is not given lightly or without knowledge of the difficulty of the process.

I only hope that the process does not involve a series of price reductions which will ultimately diminish the anticipated return to the seller.

Need

I have tremendous sympathy for sellers who find themselves in this position. These are sellers who bought when the market was higher, and out of necessity, must now sell their home. Perhaps their reason for selling is a job transfer, change in marital status or even a job loss. It is not an easy thing to face losing your hard-earned equity — or even worse — writing a check in escrow in order to close the transaction.

While it might be hard to resist setting the price high enough to recoup his money, the seller will most likely do himself a great disservice, as statistics show that the typical buyer will not respond with an offer to purchase.

Other unfortunate scenarios

put different sellers into a similar predicament, for instance, those who have overimproved their properties, or have refinanced their properties beyond current values, or must clear enough cash to buy up to the next level.

Greed

Profit motive is not only natural but a very ingrained American value. However, taken to the extreme, it can wind up sabotaging your goals. The prudent seller is advised to place his bet according to market odds. If you want to recognize the greatest return on the sale of your property, price it to reflect the current market.

Said another way — If you want to take money out of your pocket and set up the potential buyer with a really great deal, overprice your property.

False Expectations

This is a legitimate excuse, but be aware that the financial consequences are just as serious. In spite of the repeated, disturbing headlines, some people have not gotten the message (or find it hard to accept) that property values have been declining since 1989 — as much as 20 percent across the Bay Area.

They are still stuck in some pre-1989 California real estate time warp. Or maybe it was the appraisal that was done a couple of years ago when the property was refinanced. Those numbers and market conditions are history and have nothing to do with today's real estate market.

If it is any consolation, even the most seasoned real estate professionals find themselves confounded to completely explain

See OAKLEY, page 22

Area Home Sales

ALAMEDA
1205 Eagle Ave - \$165,000
2110 Encinal - \$222,500
1 Ferro Cir. - \$311,000
1203 Fountain - \$213,000
10 Invincible 37c - \$232,000
3254 Madison - \$162,500
111 Orr Rd. - \$250,000
1375 Pearl - \$273,000
918 Walnut - \$180,000

ALBANY
602 Curtis - \$247,000
528 Stannage - \$308,000
909 Taylor - \$190,000

BERKELEY
1406 10th St. - \$112,000
1330 Alcatraz - \$162,500
500 Arlington - \$205,000
1624 La Loma - \$250,000

EL CERRITO
7124 C St. - \$175,000
227 Carmel - \$152,500
525 Everett - \$191,000
1317 Richmond St. - \$214,500
1341 Richmond St. - \$125,000

EL SOBRANTE
5495 Cerro Sur - \$203,000
6166 Skyline Dr. - \$187,000

OAKLAND
659 Blvd. Way - \$317,000
5438 Boyd Ave - \$262,000
10008 B'way Terr. - \$485,000
2973 Carmel - \$180,000
2821 Chelsea - \$350,000

5216 Desmond - \$222,000
2050 E. 30th St. - \$180,000
3020 Georgia - \$135,000
5617 La Salle - \$409,000
800 Longridge - \$482,500
509 Mountain - \$430,000
3477 Paxton - \$106,000
4555 Sequoyah - \$290,000
2640 Short St. - \$115,500
4946 Stoneridge - \$315,000
1714 Trestle Glen - \$355,000
730 Walavista - \$308,000
5336 Walnut - \$139,000
4012 Waterhouse - \$164,000

SAN LEANDRO
1065 Auburn Ave. - \$170,500
1861 Cedar Ave. - \$185,000
858 Dowling - \$157,500
106 Harlan St. - \$130,000
512 Olive Cl. - \$181,000
14168 Outrigger - \$191,000
14354 Wiley St. - \$185,000

SALES STATS BY CITY

ALAMEDA
TOTAL SALES: 9
LOWEST PRICE: \$165,000
HIGHEST PRICE: \$311,000
AVERAGE PRICE: \$223,833

ALBANY
TOTAL SALES: 3
LOWEST PRICE: \$190,000
HIGHEST PRICE: \$308,000
AVERAGE PRICE: \$248,333

BERKELEY
TOTAL SALES: 4
LOWEST PRICE: \$112,000

HIGHEST PRICE: \$250,000
AVERAGE PRICE: \$182,500

EL CERRITO
TOTAL SALES: 5
LOWEST PRICE: \$125,000
HIGHEST PRICE: \$214,000
AVERAGE PRICE: \$171,000

EL SOBRANTE
TOTAL SALES: 2
LOWEST PRICE: \$187,000
HIGHEST PRICE: \$203,000
AVERAGE PRICE: \$195,000

OAKLAND
TOTAL SALES: 19
LOWEST PRICE: \$106,000
HIGHEST PRICE: \$485,000
AVERAGE PRICE: \$270,000

SAN LEANDRO
TOTAL SALES: 7
LOWEST PRICE: \$130,000
HIGHEST PRICE: \$191,000
AVERAGE PRICE: \$171,000

This list was recorded by Hills Newspapers Reports, Inc. of Walnut Creek obtains monthly records county recorder's office company guarantees completeness of the info. Sales prices are estimates upon applicable county taxes.

HARVEY KALISH REALTY
SALES - RENTALS - PROPERTY MANAGEMENT
523-1144

OAKLAND

\$49,500 THIS UNIT IS VAC. READY TO SELL! 1 BD, 1 BA with pool! Seller motivated! Ask! Kathy Hirsch 814-4706

\$64,900 199 MONTECITO TO LAKE, PARK & SHOPPING low priced 1 BD, 1 BA condo location. Excellent condition. Owner: Marcia McIntire 522-9411

\$75,000 MONTCLAIR LOT! dream hideaway in lovely Montclair Hirsch 814-4706

\$96,000 TWO UNITS! One 1.5 BD, one 1 BD unit, 3 parking spaces financing negotiable! Anna Wooten 865-4340

\$99,000 5207 WENTWORTH LEVEL BUNGALOW! The 1.5 home needs your TLC. To be sold Formal dining room, laundry room, attached garage! Martha Turner 814-4706

\$119,000 3486 35th AVE. TRALLY LOCATED BUNG. This 2+ BD, 1 BA home has been that could be used as small business to freeway, shopping & more! Anna Wooten 865-4340

\$149,000 330 EIGHTH ST. LUX IN THE HEART OF CHINATOWN 2 BD, 1 BA condo with large balcony, 2 underground parking! Anna Wooten 865-4340

\$155,000 2446 21st AVE. LARGE & SPACIOUS HOME! 2 BA home great for extended family room, large corner lot, off-street parking! Kathy Hirsch 814-4706

\$184,500 2173 48th AVE. 12-2 CRAFTSMAN COTTAGE charming 3 BD, 2 1/2 BA home original woodwork plus modern including large eat-in kitchen, fireplace. Upstairs is a great retreat with wraparound railing overlooking private landscaped yard! Marilyn Pomeroy 814-4845

\$400,000 3923 BROADWAY COMMERCIAL BUILDING building featuring kitchen, meeting hall, upstairs meeting storage rooms, restrooms, plan adjacent to it! Elaine Budka 814-4706

\$415,000 223 TAURUS AVE. DERFUL BAY & BRIDGEVIEW 3 BD, 3 1/2 BA, very large living master suite, balcon wrap-around formal dining room & fireplace! Wooten 865-4340

HAYWARD
\$168,000 ALL ONE LEVEL! BA home with many upgrades, pool, gas stove, water heater, dishwasher! Shirley McWilliam 814-4706

MARTINEZ
\$272,500 261 BRIAR DR. FULL HOME ON CORNER! SACS! Spacious 3 BD, 2 1/2 BA modern kitchen, breakfast room, tile floor & deck, large yard! Wooten 865-4340

SAN LEANDRO
\$115,000 2282 BELVEDERE FORDABLE LIVING IN THE NEIGHBORHOOD! A 2 BD, 1 BA condo with many complex amenities, patio, washer, dryer! Marilyn Schumacher 522-8043

\$305,000 170 HARLAN INVESTMENT OPPORTUNITY Zoned commercial, 3 BD, 1 BA with 1 BD, 1 BA unit upstairs! story shop plus 2 BD, 1 BA unit! Great Area! Kathy Hirsch 814-4706

SAN LEANDRO
\$137,500 1332 CULVER PRIDE! Four BD, 2 1/2 BA end unit with lots of storage located to shopping, schools! Wooten 865-4340

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PIEDMONT

101 DALE AVENUE, PIEDMONT - 3BD/2+BA\$549,000
Two-story traditional, newer kitchen, large yard & deck. Debi Fitzgerald

OAKLAND

5914 BRUNS COURT, MONTCLAIR - 4+BD/3+BA\$569,000
Piedmont side! Beautifully crafted trad. family room, library, Dick Cohen

4421 REINHARDT, REDWOOD HEIGHTS - 2+BD/1+BA\$225,000
New listing! Charming traditional, quiet street, family rm. Wendy Gardner

BY APPOINTMENT

PIEDMONT

GRACIOUS ESTATE - PIEDMONT\$2,450,000
Wonderful park-like gardens. 5BD/4+BA, chef's kitchen, family room, library, au pair, rumpus, elevator, pool. Joan Daniel

MAGNIFICENT PIEDMONT PROPERTY\$2,450,000
Exceptional home on 1/2 acre. 7+BD/5+BA, rich architectural detail, designer kitchen/family room, library, pool. Georgia Cornell

SPACIOUS AND PRIVATE - PIEDMONT\$1,795,000
Great day to day living and elegant entertaining. 5BD/4.5BA, au pair, library, family rm, rec rm. Sally Morrison/Dee Dee Bonham

STATELY MEDITERRANEAN - PIEDMONT\$929,000
Light-filled home on over 1/3 acre of landscaped grounds. 5BD/4+BA, family room, updated kitchen. Helen Danhaki: 547-5750

OAKLAND

PRESTIGIOUS CLAREMONT PINES\$1,129,000
Gracious, elegant new custom home. 4BD/3+BA, fabulous kitchen, family rm, formal dining, pool/spa, 3-car gar. Dee Knowland

GREAT SPACE, VIEW, LOCATION\$499,500
Spacious 3-year old contemp on a quiet cul-de-sac. 4BD/4+BA, open floor plan, elegant master suite, decks. Sandi Klemmer

NEW LISTING - MONTCLAIR\$495,000
Sophisticated 4-year old contemporary with elegance inside and out. 3BD/2+BA, curved staircase, large master suite. Ann Nichols

ALL LEVEL LIVING\$489,000
Remodeled 4BD/2+BA home with great attention to quality and detail. Nestled in the redwoods w/bay view. Elegant! Robyn Mohr

RIDGEWOOD VIEWS\$469,000
Spacious 4BD/3BA home with beautiful view from each room. Open & light, frpl, huge master suite w/sitting area. Robyn Mohr

BEST CROCKER LOCATION\$409,000
Beautifully renovated! 3BD/2+BA, large master suite, dining rm with charming built-ins, den, family rm with frpl. Georgia Cornell

PIEDMONT SIDE OF MONTCLAIR\$355,000
Sophisticated architect designed home with privacy & bay view. 3BD/3BA, den, 2-car gar, Piedmont schools! Dee Dee Bonham

BERKELEY

CLAREMONT HILLS MEDITERRANEAN\$775,000
Highest quality new construction with charm! 4BD/3BA. Buy now and choose colors and finish details! Bill Weissberg

PANORAMIC VIEWS - BERKELEY HILLS\$649,000
New construction on large choice lot. 4BD/3+BA, French doors to 500 sq. ft. wraparound porch, entertainment rm. Dee Knowland

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- *918 Walnut - Gorgeous **SOLD!** A single-car garage All upgraded \$190,000
- *135 Shephardson - 2 BD **SOLD!** Montego plan Pool \$209,000
- *1701 Central #5 - Grand Central **SOLD!** BA top floor cond \$129,000
- *2258 Santa Clara - Principals only. Owner will carry 1st; Prof. dcs. **REDUCED \$600,000**

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BR	BA	Life Style	City	Home#
2	2	Starter that's 2 cute 4 words	Alameda	251.1
3	2	Musicians! Sound-proof music rooms	Alameda	251.1
4	2	Old World Victorian Charm on a corner lot	Alameda	252.1
3	2	Immaculate East End Home. Unique/Spacious design	Alameda	254.1
2	1	Union Street Starter — Priced Right!	Alameda	255.1
2+1	1	California Split Bungalow with den/office	Alameda	259.1
3	1.5	Two-story Townhome overlooking pretty courtyard	Alameda	265.1
2	2	Beautiful Condo with sweeping Bay view	Alameda	267.1
3	2	Fernside, oversized rms, features original wood	Alameda	268.1
4	3.5	Large, Large, Large 5 bedroom home and lot	Alameda	271.1
3	2	New Mediterranean Masterpiece on Main Island	Alameda	274.1
2	1	Hardwood floors, great yard and family room	Hayward	266.1
2	1	A real Charming, priced to sell quickly	Oakland	255.1
2	1	Laurel District, remodeled kitchen and bath	Oakland	257.1
4	3	Top O' The Hill, Top O' The Line	Oakland	260.1
2+1	1/1	Super house in Grand Lake Area with income unit	Oakland	261.1
3	2	View the South Bay from this great house	Oakland	269.1
5	4.5	Family Compound — Expansive gated grounds	Oakland	270.1
3	2	Large 3 bedroom with a great lot and family room	Oakland	272.1
3	1	Old World Charm with today's conveniences	Oakland	276.1
3	2	Enjoy the sunset and all the modern conveniences	Oakland	281.1
2	1	New Home, Try VA, FHA, Cal-Vet Financing	Oakland	287.1
2+1	1	Walk to Redwood Day School, Great House	Oakland	288.1
4	2.5	Underrated Elegance with Canyon view	Oakland	283.1
3	4	Luxurious style to which you will become accustomed	Pleasanton	273.1
3	2.5	7 years young, Quiet area, clean and neat	San Leandro	256.1
3	1	Starter Home, Good Neighborhood, priced right	San Leandro	263.1
3	2	Safe, secure, private, 7 years old!	San Leandro	279.1
3	1	Bonare corner lot, RV or boat parking	San Leandro	282.1

To find out how to receive a \$1,000 Buyer's Bonus Call 1-800-588-8859 and use Code 3851

MORTGAGE
NOTES

ANNAH GOODY

Consumer lending has been around for a long time. Retail credit card companies, banks, and finance companies all offer credit or loans to millions of people who use money to finance everything from a new car to a new suit, or to pay for debt consolidation. These consumer credit companies have always relied heavily on credit bureau reports as the latest technologies available to help them administer credit and loan accounts. The credit bureau which has assumed the most importance and become the most widely used and respected tool in consumer lending is credit scoring. The Fair Isaac Company, Inc., based in San Rafael, has been in the credit scoring business for 40 years. They design, develop, and market predictive credit tools and decision-making systems. The credit bureau score is the result of a complex analysis of many potential risk indicators or characteristics, on a credit report. It is a statistical analysis of the data representing a lender's or an industry's past lending experience. Using this knowledge, a lender could then make better, more informed lending decisions—influencing everything from originations to collections. Lenders in a variety of industries are finding credit bureau

Credit bureaus play important role

scores an invaluable aid in prescreening for direct mail solicitations, processing new applications and managing new accounts.

A credit risk score summarizes the likelihood that an individual will pay back a loan. This likelihood is described by a three digit number that usually ranges between 400 and 800. The higher the number, or score, the better the credit quality of the applicant. The number itself is calculated from something referred to as a score card, which has a list of variables that have been determined to be good predictors of credit risk.

'A credit bureau score is the end result of a complex analysis of many potential risk indicators...'

Then a score card is used to rank the risk only the data contained in the credit report is looked at. It does not know certain additional facts that lenders typically consider when reviewing a report, such as whether the credit being applied for is secured or unsecured, or whether the file being scored is that of a new applicant or a current account holder.

The scores generated by Fair, Isaac score cards are based completely on historical data as reported to the credit bureau. Loan factors and application data are not considered. But the resulting score provides the best ranking available and a powerful assessment of risk based on the optimal combination of the most predictive factors in a credit report.

When predicting risk not all information on a credit report contributes equally; some items are more powerful indicators of risk than others. Analyzing these indicators in relationship to one another yields more predictive information than analyzing them in isolation.

A credit bureau report is a composite of information. It reveals many aspects of one's borrowing activities. It lists types of credit in use, the length of

time each account has been open, and payment behavior. It tells how much allowable credit has actually been accessed and if the consumer is seeking new sources of credit.

Although each bureau formats and reports data differently, all credit reports contain the same categories of information. These information zones are:

- Identifying Information
- Trade Lines
- Inquiries
- Public Records.

All these areas should be considered to some degree when evaluating credit risk. Rarely will one particular item or occurrence on a report accurately determine a consumer's potential level of risk.

The key to analyzing data in a credit report is knowing what the primary indicators of risk are and where to find them. By examining a credit bureau report in these four categories of information zones, one can find the

data most crucial to helping to create an accurate picture of risk reflected by the credit file.

Then, through a process of weighing and balancing these predictors in relation to each other, one can assess the potential risk. Looking at the broader picture when evaluating credit risk can provide you with a greater number of profitable lending opportunities. Low risk borrowers who may otherwise have been denied credit simply because of one red flag or negative indicator can be identified.

The next step is knowing what is relevant to determining risk and what is not. There are many fallacies regarding credit risk factors.

• Fallacy: An adverse public record or major delinquency always indicates unacceptable risk.

• Fact: A negative item may not denote high risk. Recency and severity must be considered. The older the occurrence, the less the risk.

• Fallacy: A good credit risk carries lot of credit—many trade lines, all with balances,

• Fact: Higher balances generally indicate greater risk. Check the proportion of account balance to credit limit on each trade line. The higher the ratio, the greater the risk.

• Fallacy: Someone with very little credit history would be too great a risk.

• Fact: Even files with short credit histories may represent acceptable risk, depending on other factors, such as very low outstanding balances.

See GOODY, page 22

Oram

Continued from page 19

good attendance. When our office drove down to see the house again, it was obvious.

The trim was painted a sickly yellow. We had liked the house so much when we first saw it, we didn't focus on the trim's color. Two days and \$650 later the trim was slate blue and the house sold right away.

The buyers had looked twice before, because the price and location were right, but felt uneasy about the house. When they came back again, they loved it. They thought the whole house had been painted. Once I painted my own house and passersby kept complimenting me on the wonderful new garden I had put in. The garden was a year old. The back drop had changed from a bland beige to a fuchsia red. The garden was now visible (and so was the house!)

Each home needs a careful review by a very "buyer conscious" seller's agent. You should find an agent that will honestly discuss your home's shortcomings as well as the local market in the last six months. You need the truth to sell your home, not an agent that will just "yes" you up one side and down the other to get a sign up with his or her name on it.

Below we will discuss some typical problems and solutions we have found.

Selling a house without a backyard takes a special plan. We had a "comer" home for sale that was next to a school, backed up tight to the neighboring property, and had an unappealing front yard.

The home was a beautiful Prairie style, which had been lived in by college students for 15 years. Paint on the inside and out made the home look appealing. Fortunately, the sellers had upgraded the kitchen and baths.

The sanded and refinished floors made the buyers admire it. Turf and flowers in the front yard

drew appreciative remarks when we had a landscape architect prepare a picture of how the front yard could be made into a private yard. Houses without back yards are tough to sell without a lot of extra care.

We just sold another corner house to a very smart couple. They got a great buy on the house and promptly put a beautiful redwood fence around the ample front yard to create outdoor private space.

We extensively studied a former rental home with several problems. It is near the campus and fraternities, needs complete repainting, bathroom and kitchen redone, and earthquake and PC work, a handsome home in a quality neighborhood.

Normally we would fix it up, but something told me not to—the price might be too high for the market. The home needed too much.

Better, I thought, to sell this one to someone who could be a "do-it-yourselfer". We took the seller to see many comparable properties and he picked a listing price in the acceptable range.

Six weeks of open houses with no offers, then a low ball offer that fell apart, and then the home was featured in a 10,000 piece property guide that I'd mailed out.

Four offers came in fast, and the winner was found by our agent on the sidewalk in front of the property when she was showing it to someone else.

The seller did have to come down just a bit and do a couple of repairs, but the home is going to a contractor and partner who have clear heads and a great vision of restoring the home—really a perfect sale.

Next Week: Pricing and Marketing.

George Oram is the owner of ERI/Better Homes in Berkeley. He can be reached at 833-7000.

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1260 GRANDVIEW DR. ONLY 5 MINUTES from golf, swimming, tennis club \$675,000
Lovely new contemporary. Private gated entry, view, easy commute. Marie Kenaga

930 AQUARIUS WAY. Artist's Aerial! Newer Mediterranean villa with \$510,000
bay view, detached studio, special detail. Peter Nicolopoulos

6115 ROCKRIDGE BLVD. Superb location. Unique non-trad. Skylights, recessed \$332,900
lighting, hwd flrs, marble frpl, spacious kit, landscaped yard w/deck, 3BD, 2BA. Stan Hammond

4107 OAKMORE RD. Charming 3BD, 2BA Tudor in creekside \$299,000
setting on desirable Oakmore street. Don Dunning

2938 56TH AVE. Sparkling Spanish 3BD, 1BA on tree-lined street near Mills \$179,500
college. Large living & frml DR, with built-ins, breakfast rm, deck, yard, garage. Lee Jacobson

SHOWN BY APPOINTMENT

LIKE NEW PLUS VIEW. Stunning Berkeley Hills complete remodel. Bay view, \$485,000
4BD, 2.5BA, master suite, upstairs laundry, Sunny & elegant. Stan Hammond

PIEDMONT PINES. Dramatic newer home. Approx. 3,000 sq. ft. Large wooded \$479,000
lot in peaceful setting. 3+BD, 3.5BA, formal dining room, & family room. Wendy Callaghan

SUPER BOWL SPECIAL! Sparkling new. Three levels of spacious living. \$445,000
Includes 4BD, 3.5BA. Great location. Joy Bryden

PRICE REDUCED! Spacious Redwood on huge level lot. 2700 sq ft, \$399,000
3BD, 2.5BA, family room, 3 car garage. Room to add on! Chris Christensen

LOCATION & STYLE. Duplex near College Ave. Two 2BD units with hardwood, \$269,000
fireplace, tile baths, garages. A good rents or owner-occupy. Stan Hammond

PIEDMONT 3BD/2BA plus 2 car attached garage with plenty of storage. \$255,000
Cozy fireplace and hardwood floors. Cheryl Gabriel

VICTORIAN/CRAFTSMAN. NORTH OAKLAND. 4BD, 2.5BA, hwd flrs, granite & \$239,500
tile kitchen, tile bath. Immaculate! 3 car garage, huge attic. Frank Hennefer

REDUCED \$20K! OFF PIEDMONT AVE! Immaculate, spacious 2+BD, 1BA \$219,000
Freshly painted. Level yard, 2 car garage. Let's make a deal! Frank Hennefer

NORTH BERKELEY CHARMER with beamed ceiling living rm, separate dining & \$195,000
breakfast rms, hwd flrs under carpet. Walk to BART & Park. To be sold "AS IS". Steve Cowan

ELEGANTLY DECORATED SPANISH STYLE. 2BD, 1BA split level near Mills Col. \$169,000
Spacious kit/bkfst rm, frml dining, att'd gar, manicured rear yd. Lots of storage. Lee Jacobson

SUPER OPPORTUNITY to buy this adorable 2BD cottage on delightful street \$166,500
near Mormon Temple. Random plank floors, lovely garage & deck. Don Dunning

COZY STARTER. Remodeled interior. Living room with wood stove, 2BD, central \$160,000
kitchen, inside laundry, yard with deck. Lower Glenview. Stan Hammond

NEW LISTING IN MAXWELL PARK! Sunny 3BD with bay view, family room, \$159,900
random plank floors. Very large yard with fruit trees. Attached garage. Kale Phillips

OAKLAND NEIGHBORHOOD. A well kept secret. Tidy 3BD, 1.5BA with formal \$149,000
dining rm, random plank hwd flrs, decked yard, 2 car garage. Great starter. Lee Jacobson

A LITTLE TLC and this 3BD, 2BA will shine. \$147,500
Large yard, 2 car garage. Cheryl Gabriel

IT'S A WINNER. 2BD, 2BA condo. Pleasant neutral colors, bldg with pool, sauna, \$119,000
Above 580. Assumable loan allows low down and closing costs. Stan Hammond

REDUCED PRICE on this 3BD, 1.5BA classic eastern cottage architectural style \$95,000
home with 1,600 sq. ft., area. Shows pride of ownership. Cheryl Gabriel

REDUCED TO SELL! Two bedroom condo one block from lake. Walk to \$69,900
Chinatown, BART and downtown. Motivated seller wants offer. Hilda Hirschberg

AN OUTSTANDING CONDOMINIUM. Professional management plus a strong \$65,000
association & a high owner occupancy. Pool and other amenities. Cheryl Gabriel

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EL CERRITO

WHAT A DEAL / SUPER STARTER! \$122,000
2BR, 1BA, fireplace, 1 car garage, utility room, fresh paint, new floor in kitchen/bath. #W35068 Mike Winter 510-223-0767

ALL THIS FOR HOW MUCH? \$149,500
2BR, 1BA, over 1,000 sq ft, lot to 7100 sq ft, extra long gar. w/drive thru door. Huge bldg. at rear of property. #W34885 Pat Doyle 510-799-0238

EL CERRITO HILLS \$164,950
2BR, 1BA, super clean, new paint in and out. Gleaming hardwood floors, will replace roof! #W35209 Carolyn Dopp 510-223-6700

STOP THE CAR! IT'S SO CUTE! \$189,000
3BR, 1BA, large kitchen with all appliances & washer/dryer. New central heating, extensive earthquake retro-fitting, attached 2 car garage. #W35433 Geri Stern 510-234-7808

MT. TAM VIEW / GREAT FAMILY HOME! \$197,000
3BR, 2BA, quiet court, next to park. Move-in cond, alarm system, 2 car garage, no yard work! #W35147 Chris Christopher 510-254-1742

GREAT NEIGHBORHOOD/CLOSE TO FAIRMOUNT AVE. \$225,000
3BR, 1BA remodeled kitchen, hwd flrs/carpet, 2 car garage, great master suite! #W33974 Terrie Marzetta 510-799-0279

FABULOUS REMODEL! BAY VIEWS!! \$259,900
3+BR, 2BA - huge lot 7,500 sq ft, with family room, formal dining room, garage, landscaped yard. Double pane windows, new paint & roof! #W35429 Geri Stern 510-234-7808

NEW CONSTRUCTION / CUSTOM HOME W/PANO BAY VIEW! \$429,500
5BR, 2.5BA, family room, tri-level, 2 car garage. Huge rooms throughout, in-law potential. #W35034 Dwayne Bartels 510-222-3042

NEWLY REMODELED CONTEMPORARY \$625,000
Approx. 4000 sq. ft., spectacular panoramic bay views!! 4BR, 3.5BA, family room, tile roof, fabulous gourmet kitchen, earthquake retrofit, deck, security system. #W35522 Carolyn Dopp (510) 223-6700

ALBANY

SPANISH MEDITERRANEAN IN PRIME LOCATION \$299,500
3BR plus loft, 2BA, remodeled kitchen, oak cabinets, 2-car garage, central heat, hwd flrs, family room, close to Solano! #W35984 Chris Christopher 510-254-1742

KENSINGTON

SPECTACULAR S.F. & GOLDEN GATE VIEW IN THE HILLS! \$325,000
2 homes on large almost 10,000 sq. ft. lot, 2BR, 1BA home, with 1BR, 1BA cottage! End of quiet street, hardwood floors, hot tub in back, very secluded. #W35258 John Anderson 510-237-8842

RICHMOND ANNEX AND VIEW

ADORABLE ANNEX CHARMER \$135,000
2BR, 1BA almost 900 sq. ft., formal dining, sweet fenced yard, attached garage, new paint, newer roof, new upgraded electrical, refinished hardwood floors. #35832 Geri Stern 510-234-7808

LOWER MIRA VISTA \$189,000
Spacious 4BR, 1.5BA home, 2-story, 2 car gar, central heat, frml DR, remod. kit, great yard, lg workshop. #W36007 Mike Winter 510-223-0767

Oakley... Goody

Continued from page 20

the trends, ongoing changes and nuances in our evolving marketplace. While none of us has a crystal ball, there are a number of strategies which the Realtor and seller can use to critically and competently assess property value.

In my follow-up article, I will discuss some of the larger principles of pricing and how they are affected by conditions in our current marketplace.

Right now, the outlook for the stabilization of property values in the Bay Area is good. Proper pricing is a critical element of recovery.

If you are considering selling your home in 1996, I hope you will find the information useful and insightful.

But mostly, I hope it enables you to recognize the best return on this commodity you call your home.

Sherri Willson Oakley is a Realtor with The GRUBB Co. She can be reached at 339-0400.

Continued from page 21

• Fallacy: A large number of inquiries is a sure sign of high risk.

• Fact: Several inquiries may not indicate high risk factor in length of file history and number of trade lines.

• Fallacy: A good deal of bank card credit indicates low risk.

• Fact: Too many bank cards, even with zero or low balances, mean the holder could take on too much credit. Having a few bank cards, but not too many, is best.

There are three major credit repositories: Equifax, Trans Union and TRW. Credit scores are available, for a fee, compiled by Fair, Isaac, using all three repositories. The scores have been standardized to indicate the same level of credit risk regardless of which repository is used.

However, Fair, Isaac scores are based on the available credit information in that particular repository only. One repository

may have more, or slightly different information about an applicant than another. Therefore, some variance may occur in scores between

Lenders are now using credit scoring as part of the loan underwriting process. They can be accessed via computer to assist with decision making. Lenders can streamline their origination process, improving their efficiency and reducing turnaround time.

Credit scores, when coupled with such parameters as LTV (loan to value) and past mortgage repayment history, are a valuable tool to identify loans that may need a closer, more detailed look during the review process.

The scores benefits borrowers by offering them a faster loan approval process, a consistent evaluation, unbiased analysis and objective reasons for decline and loan approval, although they many have been declined in the past.

Hannah Goody is a mortgage broker and president of Goody Mortgage & Investment Inc. in Oakland. She may be reached at 658-8000.

Use telephone or computer for state tax help

Free tax assistance is just a phone call or a few keystrokes away for California taxpayers, who can either phone or access the Internet for help this year.

Answers to the most commonly asked state tax questions, information about your state refund, and tax forms for both state and federal are available through the F.A.S.T. (Fast Answers about State Taxes) telephone service.

The F.A.S.T. number is 1-800-338-0505.

F.A.S.T. answers to tax questions are available 24 hours a day, while refund and tax forms are available 6 a.m. to 10 p.m. seven days a week.

You can find more information about F.A.S.T. on the back cover of the state tax booklet.

For information and assistance not available through the F.A.S.T. telephone service, taxpayers can call Franchise Tax Board's regular toll-free phone service.

The telephone service hours

through April 15 are 7 a.m. to 8 p.m., Monday through Friday. The number is 1-800-852-5711.

The best time to call is before 10 a.m. and between 6 p.m. and 8 p.m.

California tax forms and general state tax information are on the Internet.

You can get 1994 and 1995 California income tax forms and publications and answers to the most asked state tax questions.

Go to the California Home Page at <http://www.ca.gov> and access the California Franchise Tax Board under state servers.

There are few changes to this year's state income taxes. California indexed its income tax brackets by 2.3 percent. Indexing considers the inflation rate and adjusts the tax rates and certain credits to insure that taxpayers do not pay additional taxes year to year due solely to inflation.

There are two new voluntary contribution funds. They are the

California D.A.R. Fund, Abuse Resistance Fund and the California Museum Fund.

To get refunds fast, you can file electronically through a qualified tax preparer.

The FTB guarantees that the earlier a return is filed, the quicker the refund. Taxpayers who file in February generally receive refunds within two to four weeks.

Those filing in March could wait six to eight weeks. Last year, nearly 7 million taxpayers received refunds totaling \$370.

**Real estate
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YOUR WEEKEND GUIDE OPEN HOMES

OAKLAND Open Sunday 2-4:30 pm

- 6101 MAZUELA DR.**, Montclair new w/traditional flair pano view The GRUBB Company, Linda McClain 339-0400 **\$929,000**
- 6632 LIGGETT**, Home w/attached legal 2nd unit, lg gated double lot By Owner 339-0687 SUNDAY 1-5 **\$699,000**
- 3161 ROBINSON DR.**, Super Bow Special 5bd, spectacular view J. T. Ward Realtors, Pamela Landrum 845-6021 SUNDAY 1-3 **\$699,000**
- 5961 GIRVIN DR.**, Piedmont Pines, 4+/3, classy, quality "find" Better Homes, D. C. Hodges 531-7667 **\$690,000**
- 1260 GRANDVIEW DR.**, 5 minutes to golf/swim/tennis club, view Wells & Bennett, Marie Kenaga 531-7000 SUNDAY 12-2:30 **\$675,000**
- 45 TIFFANY LN.**, Piedmont Pines fab new custom 5/4, mstr w/frpl The GRUBB Company, Judy Cain 339-0400 **\$599,000**
- 1965 MANZANITA**, Montclair 3+bd/3ba, huge \$ reduction, value! Mason-McDuffie 339-8888, Howard Converse 869-4212 **\$589,000**
- 5914 BRUNS CT.**, Montclair 4+bd/3+ba traditional, library, fam rm Pacific Union, Dick Cohen 339-6460 SUNDAY 12-3:30 **\$569,000**
- 6001 BUENA VISTA**, Rockridge, nw 4bd/2+ba just listed! quality Mason-McDuffie, David Ichikawa 428-0900 **\$549,000**
- 6115 MARGARIDO**, Upr Rockridge 4bd/2+ba, gourmet kit, Indscpd Coldwell Banker, Ken MacDonald 339-1174 **\$549,000**
- 930 AQUARIUS WAY**, Artists Aeyriell view, detached studio, detail Wells & Bennett, Peter Nicolopoulos 531-7000 SUNDAY 12-2:30 **\$510,000**
- 2665 CAMINO LEHADA**, Pied. Pines, listed, charm, gardens Coldwell Banker, Judy Maher 339-1174 **\$459,000**
- 17 BAY FOREST**, Just listed! 3bd/2+ba, SF bay views, gourmet kit Coldwell Banker, Darcy Diamantine 339-1174 **\$459,000**
- 6516 HEATHER RIDGE**, Montclair 3bd/2+ba, must see to believe! Mason-McDuffie 428-0900, Mavis Delacroix 658-6332 **\$449,000**
- 6040 BULLARD DR.**, Montclair, value! 3bd/2+ba 2-story traditional The GRUBB Company, Sherri Willson Oakley 339-0400 **\$380,000**
- 4833 PROCTOR AVE.**, Stylish new 3bd/2+ba w/granite counters The GRUBB Company, Ed Kuo 339-0400 **\$379,000**
- 1049 HUBERT RD.**, Crocker Highlands 3 1/2 charming traditional Mason-McDuffie 428-0900, Marlene Erickson 844-5482 **\$365,000**
- 6848 RIDGEWOOD**, Montclair 4bd/2ba lovely family home on lg lot Better Homes, Alice Wick 339-8400 **\$349,000**
- 3341 BRUNELL DR.**, J. Miller, lg, stylish 4bd/3ba family hm w/vws Better Homes, Jody Edmonson 339-4000 **\$339,000**
- 6545 EXETER DR.**, Montclair, mstr +2/2, garden hm w/canyon views The GRUBB Company, Marilyn Watson 339-0400 Seller may carry **\$337,500**
- 6115 ROCKRIDGE BL.**, Unique 3bd/2ba, spac. kit, hwd, yd w/deck Wells & Bennett, Stan Hammond 531-7000 SUNDAY 12-2:30 **\$332,900**
- 5353 THOMAS AVE.**, Rockridge 3bd + legal rental/in-law, lg yard The GRUBB Company, Marilyn Watson 339-0400 **\$315,000**
- 6539 HEATHER RIDGE WY.**, Montclair nw listing! 3/2 log cabin, spa Marvin Gardens, Richard Morrison 287-8764 **\$315,000**
- 5850 BROADWAY**, Prime Rockridge, open floor plan, lv corner lot The GRUBB Company, Judy Rankankan 339-0400 **\$299,950**
- 4107 OAKMORE RD.**, Charming 3bd/2ba Tudor, creekside setting Wells & Bennett, Don Dunning 531-7000 SUNDAY 12-2:30 **\$299,000**
- 1760 MOUNTAIN**, Montclair 4+bd/3ba, value, priced, walk school Better Homes, Sue Williams 482-5077 **\$299,000**
- 68 TEMPLAR PLACE**, Rckrdge darling 2+bd, plans to add on, yard Mason-McDuffie 428-0900, Nancy Lehrkind 653-8092 **\$289,000**
- 2950 HEDGE CT.**, Montclair 3bd/2+ba, bay & bridge vws, lv living Better Homes, Harry Kress 339-8400 **\$285,000**
- 1962 HOOVER AV.**, Oakmore 3+bd/1b, transferred, giveaway Tudor! Better Homes, Sam Ghaderi 339-4000 SUNDAY 1-4 **\$279,000**
- 6028 THORNHILL**, Montclair 2+bd/2ba w/family room, creekside Better Homes, Steven Biasatti 339-6160 **\$275,000**
- 2111 TRAFALGAR PL.**, Montclair, just listed 2bd/1ba, turn-key Mason-McDuffie 339-8888, Bob Randall 869-4242 **\$269,000**
- 1948 OAK CREST**, Upr Oakmore sunny 3bd/2b, best value in areal Better Homes, Ken Farrell 339-8400 **\$269,000**
- 9212 SKYLINE**, Montclair 3b/2b custom ranch, cozy patio, 2-car gar Better Homes, Julie Renalds 339-8400 SUNDAY 1-3:30 **\$259,000**
- 5408 LAWTON AVE.**, NW listing, 3bd/1b heart of Rckrdge craftsman Mason-McDuffie 428-0900, Carole Berger 644-5499 **\$253,000**
- 3135 LEONA**, 3bd/2+ba, vaulted ceilings, frpl, decks, lv yd, view Mason-McDuffie, Darrin Tinsley 834-2010 **\$252,500**
- 95 DONNA**, Sequoyah Hills, great buy! 3bd/2ba in lovely area Mason-McDuffie 339-8888, Myrtice Wong 869-4252 **\$249,000**
- 842-842A WALKER**, Grand Lake 2 units, 2bd w/frpl up & 1bd down Owner 834-8768 SUNDAY 11-5 & MONDAY 10-2:30 **\$247,150**
- 65 ELYSIAN FIELDS**, Sequoyah, spacious 3+bd/2+ba beauty! Mason-McDuffie 339-9290, Mike Potmeski 869-4241 **\$245,000**
- 811 YORK ST.**, Unique 2-story 2 1/2 penthouse +ofc w/1ba, 2-car gar Owner/Agent, Ring #89 or call 268-0868 SUN 1-4:30 Fab views,lg deck **\$229,000**

- 4421 REINHARDT**, Redwood Hts 2+bd/1+ba, new listing! quiet st Pacific Union, Wendy Gardner 339-6460 SUNDAY 12:30-3 **\$225,000**
- 3033 SYLVAN**, 3bd/2ba bungalow, frpl, frml dining, mstr ste, deck Better Homes, Victor Fiarro 339-8400 **\$219,000**
- 3991 WATERHOUSE RD.**, Oakmore 2+1b unny Spanish, updt kit Better Homes, Arnold Mueller 339-4000 **\$205,000**
- 3330 WISCONSIN**, Redwd Hts 3bd/1b starter, nls TDC, grt nghbrhd Better Homes, Martha Shin 531-8643 **\$197,000**
- 462 RICH ST.**, Temescal 2bd/1ba split lv, charm, lovely pvt gdn Pacific Union, Sandi Klemmer 339-6480 SUNDAY 12:30-3 **\$189,000**
- 2500 CARMEL**, Lincoln Hts 2bd/1ba, charm, lovely traditional Better Homes, Carin Caroe 339-8400 **\$189,000**
- 2173 48TH AV.**, Craftsman 3 1/2 cottage, mstr retreat w/deck, fam rm Harbor Bay Realty 523-1144, Marilyn Pomeroy 814-4845 SUNDAY 12-2 **\$184,500**
- 4057 MAPLE AVE.**, Laurel, picket fence cottage, 2bd +ofc, lv gdn The GRUBB Company, Kathleen Callahan 339-0400 SUNDAY 1-3 **\$182,500**
- 2911 SHEFFIELD**, 3bd/1ba, frml dining, lots of extra living space Gadsby & Associates, Joe Cristobal 748-5300 SUNDAY 2-4 **\$179,950**
- 2938 56TH AVE.**, Sparkling Spanish 3bd/1ba, brkfst rm, deck, yard Wells & Bennett, Lee Jacobson 531-7000 SUNDAY 12-2:30 **\$179,500**
- 2945 CALIFORNIA**, Laurel, new listing! 2bd/1ba in prime condition Mason-McDuffie 339-8888, Patricia Mitchell 869-4234 **\$178,500**
- 7620 HILLMONT**, Millsmont 2+bd/1+ba city retreat, pano view Better Homes, Lois Johnson 339-8400 **\$169,500**
- 4002 PATTERSON**, Laurel, pretty 3bd/1ba with big, sunny yard Mason-McDuffie 339-9290, Jim Resor 869-4243 **\$166,950**
- 3815 MAGEE**, Laurel, immaculate 3bd/1ba, big attic, nw roof, lg lot Red Oak Realty 527-3387 X105 SUNDAY 2-4 **\$159,000**
- 1555 LAKESIDE #94**, 2bd/2ba Coldwell Banker, Mamood Moktari 486-1495 **\$149,500**
- 519 43RD ST.**, Updated 2bd/1ba, spacious flr plan, Not a Fixer! Gadsby & Associates, George Gadsby 748-5300 SUNDAY 2-4 **\$149,000**
- 3512 PIERSON**, Maxwell Park, 1st Open! 2bd retreat Mason-McDuffie 339-9290, Gene Boomer 869-9290 **\$149,000**
- 3101 HERRIOTT**, Maxwell Park 2bd/1ba, new listing! patio, garage Pacific Union, Joan Dark 339-6460 SUNDAY 12:30-3 **\$145,000**

ALAMEDA Open Sunday

- 44 INVINCIBLE CT.**, Marina 2/2 twnhm, just listed, simply the best! Coldwell Banker, Fritz Hochfelner 339-1174 SUNDAY 2-4:30 **\$305,000**

ALBANY Open Sunday

- 882 HILLSIDE AVE.**, 4bd/2+ba on quiet street, dbl garage, storage Templeton Company 652-2133 X144 SUNDAY 2-4 **\$339,000**
- 1269 WASHINGTON**, Gorgeous 2+bd, charml nr park, Solano Ave Marvin Gardens, Sue Nelson 273-9510 SUNDAY 2-4:30 **\$247,000**
- 1076 PERALTA**, Albany 2+bd/1ba Coldwell Banker, Diana Kay 486-1495 SUNDAY 2-4:30 **\$238,000**
- 610 MADISON**, 2bd/1ba Coldwell Banker, Kim Cleveland 486-1495 SUNDAY 2-4:30 **\$215,000**

BERKELEY Open Sunday 2-4:30 pm

- 15 STEPHENS WY.**, Sweeping SF views, nw 5+bd/4b, 2 lvs, yard Mason-McDuffie, Julie Nachtway 273-9055 **\$749,000**
- 242 GRAVATT**, Great priced classy 4+bd/3+ba, exc.details, views Mason-McDuffie, Julie Nachtway 273-9055 **\$599,950**
- 169 VICENTE RD.**, New country English 4 1/2, cook's kit, vw, hwdws The GRUBB Company, Kurt Buchholz 339-0400 **\$579,000**
- 657 ALVARADO**, Pano SF views, 4+bd/2ba, sep. in-law, lovely Med Mason-McDuffie, Julie Nachtway 273-9055 **\$549,000**
- 682 SANTA BARBARA**, 3+bd/2+ba Coldwell Banker, Lydia Melsen 486-1495 **\$525,000**
- 725 SPRUCE**, 4bd/2ba Coldwell Banker, Sally Hendrickson 486-1495 **\$459,000**
- 210 EL CAMINO REAL**, Cape Cod w/huge attic for expansion, 2/2 J. T. Ward Realtors, Fred Mitchell 845-6021 SUNDAY 1-3 **\$435,000**
- 524 GRIZZLY PEAK**, 4bd/2ba Coldwell Banker, Melissa Lyckberg 486-1495 **\$419,000**
- 1510 JOSEPHINE ST.**, Exquisite No. Berk. 3bd/3ba craftsman Thornwall Properties, Colleen Larkin 848-1950 X240 SUNDAY 1-4 **\$385,000**
- 1304 BAY VIEW**, Berkeley 3bd/2ba Coldwell Banker, Gaby Olander 486-1495 **\$339,500**
- 931 REGAL RD.**, Light-filled 3bd/1+ba vw home, 2-car gar, nr parks Templeton Company, Bebe McRae 652-2133 X145 SUNDAY 1-3 **\$325,000**
- 1812 MONTEREY**, Lovely 3+bd/2ba craftsman, 1000 Oaks nghbrhd Red Oak Realty 527-3387 X123 SUNDAY 1-3 **\$314,000**
- 2436 WOOLSEY**, Berkeley 3bd/2ba Coldwell Banker, Jeanne McHugh 486-1495 **\$275,000**

- 1819 PARKER**, 2+bd/1ba brown shingle w/lg yard, needs TLC Mason-McDuffie 834-2010, Chitra Rao 286-7612
- 2029 CHANNING**, Channing Place condos, 1 & 2 bd city homes Red Oak Realty 527-3387 X174 SATURDAY 1-4
- 2029 CHANNING**, New 1bd city home nr UC, BART, shops Red Oak Realty 527-3387 X174 SATURDAY 1-4

EL CERRITO Open Sunday

- 70 EUREKA**, 3bd/2ba Coldwell Banker, Jane Ishibashi 486-1495 SUNDAY 2-4:30
- 7501 EUREKA**, El Cerrito 3bd/2ba Coldwell Banker, Kim Cleveland 486-1495 SUNDAY 2-4:30
- 6427 COLON**, 2bd/1ba, big kitchen, hwd floors, yd w/frut trees Marvin Gardens, Alice McLeish 526-1101 SUNDAY 2-4:30

HAYWARD Open Sunday

- 1076 MARLOWE LANE**, 3bd/2ba, lg family room, 2-car garage Gadsby & Associates, Melinda 748-5300 SATURDAY & SUNDAY 2-4:30

KENSINGTON Open Sunday

- 280 LEXINGTON**, New Listing! spacious 5bd/2+ba, decks, view! Red Oak Realty 527-3387 X124 SUNDAY 12-2
- 695 WELLESLEY**, 4bd/3ba Better Homes, Nick Lavrov 525-2727 SUNDAY 2-4:30

LAFAYETTE Open Sunday

- 1223 UPPER HAPPY VALLEY**, Sophisticatd 3+3 retreat, 1 1/2ac! Mason-McDuffie 339-9290, Lani Clarke 869-4210 SUNDAY 2-4:30

PIEDMONT Open Sunday 2-4:30 pm

- 64 BELLEVUE**, 4/3 central Piedmont Med, brkfst rm open to garage The GRUBB Company, Anlian Tunney 339-0400
- 21 PARK WAY**, Elegant 3-story trad, 5+ sunny bd, library, frml The GRUBB Company, Judy Cain 339-0400 Seller Financing
- 233 ST JAMES DR.**, Lovely, spacious, level-in, low maint. ground The GRUBB Company, Susanne Paul 339-0400
- 101 DALE AVE.**, 3bd/2+ba, 2-story traditional, lg yard and deck Pacific Union, Debi Fitzgerald 339-6460 SUNDAY 12:30-3
- 159 ST JAMES DR.**, 3bd/3ba, picturesque tree setting, 2 decks Pacific Union, Sally Morrison 339-6460 SUNDAY 12:30-3
- 440 EL CERRITO**, Med charmer, pristine, 4/2 upstairs, lv garden The GRUBB Company, Bettina Balestrieri 339-0400
- 48 CREST RD.**, Filled w/light & charml lv living, hwdws, 3 frpls The GRUBB Company, Elizabeth Dickson 339-0400
- 201 ST JAMES Dr.**, 1st Open! 3/2+bd/2+ba, lg numpus, brck pch Mason-McDuffie 428-0900, Cindy Fleming 644-5446 SUN 12-3 PM

SAN LEANDRO Open Sunday

- 916 RODNEY DR.**, Estudillo Estates 4+2 1/2 custom, remod, kitchen, Rineti & Company, Derek 568-6171 SUNDAY 1-3 Creekside setting
- 508 BROADMOOR**, 6bd/2ba, perfect in-law set-up, sunny, A-1! Better Homes, Earle Shenk 339-4000 SUNDAY 2-4:30
- 360 BEVERLY AVE.**, Broadmore Estates spotless 3 or 4bd/2ba Rineti & Company, Derek 568-6171 SUNDAY 1-3 Move in and enjoy
- 14695 BIRCH ST.**, 3bd/1ba Gadsby & Associates 748-5300 SATURDAY & SUNDAY 2-4
- 400 DAVIS ST #107**, 2bd/2ba, FDR, stone frpl, walk to BART Re/Max in Motion, Carolyn Mettelmann 430-0303 SUNDAY 2-4:30

The Hills Newspapers Inc. Real Estate section welcomes your letters.

Send them to
Real Estate Editor
Hills Newspapers, Inc.
5707 Redwood Road
Oakland, CA 94619



To place a listing in the Open Home Guide, please call 339-4046.

DEADLINE: Tuesday, 5:00 p.m.

401 Help Wanted

SHARE office manager position in small, busy, growing, residential property management firm in Oakland. Must be comfortable with computers, well organized, good with people. Responsibilities include bookkeeping, answering phones, scheduling maintenance, screening tenants, keeping calm. Long-term position, morning, fifteen to twenty hours per week 464-4897

TEACHER for toddlers, 18-30 months, full-time or part time, Montessori preschool in El Cerrito 236-7479

TEACHER wanted for East Bay preschool, 25-30 hours weekly. ECE units and experience EOE 547-6447

TEACHING Assistant Substitute, Special Education Program. Hours 2-6 p.m. Full-time work in summer. Promotional opportunities. \$77/hour. Berkeley 527-2550

TELEFUNDRAISERS: Stephen Dunn & Associates is looking for mature, articulate, care-representatives. One of the world's largest and most successful Missions needs your help. You can raise funds that feed, give shelter, support and job skills to improve the lives of thousands of homeless men, women and children. Base pay plus generous bonus. Permanent, part-time, 20-30 hours/week minimum, 5:30-9:30 p.m. Monday-Friday with one weekend shift required each week. Next to Berkeley BART. Call Janelle at (910) 540-5792 ext. 213.

TELEMARKETER

Part-time. Dynamic personality needed to sell classified advertising for weekly newspaper group in East Bay. Must have effective communication skills. Prior ad sales experience a plus. Attention to detail and prior print experience helpful. Send or fax resume to: Classified Advertising Manager, 6206 La Salle Ave., Oakland, CA 94611. Fax (510) 339-6101.

TELEMARKETING: El Cerrito Company needs person with excellent business to business sales. Temp to hire, \$8.50 hourly to start. Call Wollong/Michelson (510) 946-0200

TELEPHONE receptionist required for Homeopathic medical clinic in Albany 20-24 hours/week. Duties include appointment scheduling, patient billing and filing. Previous experience helpful. Please send resume to Box D, 6206 La Salle Ave., Oakland 94611

TELESALES
Alameda manufacturer (store equipment) seeks experienced sales professional assigned national territories (East and Midwest), some travel. Previous sales experience required. Base plus commission. Send resume, cover letter with salary history to: D.M.M., P.O. Box 2337, Alameda 94501

WAITRESS/ Water. Great opportunity. Flexible hours Apply at: 4212 Park Blvd., Oakland

WANTED... full/part time help... must be interested in organic preventive health care. Call Margaret (510) 845-3842

WATER Vap 1 bedroom apartment in Emeryville in exchange for \$650 plus 15% month's down payment. Driving. Flexible schedule needed, call required 652-1128 or 531-4348

WORD PROCESSING SECRETARY
Immediate opportunity for professional individual with Microsoft Word, WordPerfect or Excel. 50 wpm required as well as good phone skills. Call Certified Personnel (510) 444-0290

CERTIFIED PERSONNEL
Quality Service Since 1963

WORDPROCESSOR/Administrative support. Pill Hill, 15-20 hours/week, flexible, minimum 70 wpm, must be a wife at WordPerfect 5.1, \$14/hour. Resumes to P.O. Box 21194, Oakland, 94620

402 Independent Employment

Advertisers in this classification offer self-employment opportunities. An investment may be required

\$40,000 YEAR INCOME POTENTIAL
Home typists/ PC users. Toll free 1-800-898-9778, ext. T-7057 for listings

\$35,000 YEAR INCOME POTENTIAL
Reading books. Toll Free 800-898-9778 extension R-5666 for details

HOME TYPISTS
PC users needed \$45,000 income potential. Call 1-800-513-4333 ext. 9-22136

403 Salon Opportunities

HAIRSTYLIST needed, low rent/ high commission. Also need Hairstylist Assistant, salary. Call Area 652-5454

BOOTH Rentals, Manure and Hair Station Salon 2004, 521-2004, Harbor Bay Shopping Center, Alameda

HAIRSTYLIST needed, part-time, Saturdays only, in an upscale Montclair salon. License required 691-9859

STATION rental at lovely full-service salon. Great location, 387 Grand Ave., Oakland, Michelle 444-1924

405 Employment Exchange

LOVELY 3 bedroom home in exchange for \$600 plus 60 hours outside help monthly. 569-3353

RELIABLE, educated, European man seeking tranquil room in pleasant home or apartment, exchange for work or sitting. Term negotiable 286-7936

FURNISHED studio, best neighborhood, exchange 15 hours/week. Cook, drive, light housekeeping. Salary available 433-7163

406 Employment Wanted

BERKELEY High Students available for part-time work. Career Center 548-5627

CENTRAL American refugees seek employment in housecleaning, gardening, childcare, painting, moving. Skilled and reliable 533-1119

MONTCLAIR Resident. Elderly care, errands, outings, housekeeping. available 10 a.m.-3 p.m. License #0121451 655-5699

MATURE, energetic, reliable woman for housework, errands and child care. References. Call Marcia 510-855-6049 510-512 hourly or by job

407 Employment Information

JOIN a career strategy group for women. Get the job you want. Susan Urquhart-Brown 531-2071

408 Caregiver & Domestic Help Wanted

HOUSEKEEPER wanted, 3 references and car necessary. Approximately 20 hours/week. Call Kristine, 524-3349

FULL-TIME childcare for 3 month old daughter. Oakland. Experienced. English speaking. References (510) 482-2424

HOUSEKEEPER/ Live-in, help with children, cleaning, cooking. Must drive. Non-smoker. Spanish/English 547-8866

409 Childcare Wanted

NANNY jobs, Mothers-in-Deed has immediate openings in East Bay. Full-time and part-time, top salaries. (415) 461-7755

NANNIES needed. Part-time/ full-time, live-in/ out. \$7-12/hour. References, experience, call required. 933-2273. Be In Our Care Agency.

ROCKIDGE: Nanny for 2 year and 4 month old boys, fluent English, nonsmoking, car. (510) 420-0657

NANNY, full-time, live-in, Orinda. Nice family with 3 boys (ages 3 1/2, 2, 1). English speaking, CDL, non-smoking, references. Salary, confidential 254-5800

LOVING nanny for our twin 14 month old girls LIVE-IN, Crocker area. Fluent English. 465-8952

Publish Your Filicitious Business Name With Us

409 Childcare Wanted

NANNY, Oakland Hills, 3 year old girl and 1 year old boy. Needed Early March. Strong English, experience 649-7873

ROCKIDGE: Childcare person needed for our 9 year old son. Pick-up from school, 4 afternoons weekly. Must drive own car. Salary depends on experience. Some piano training a plus 548-7654

NANNY, approximately 25 hours/week, Afternoons/evening, 2 and 5 year girls. Loving, caring, non-smoker. Excellent references, fluent English, own car required. Oakland Hills. 339-8830

PART-TIME childcare for 10 month old girl, Oakland Hills. Days/hours flexible. References required \$77/hour. 540-1839

CHILD CARE wanted in Rockridge home for infant. Must have experience or strong interest in early childhood development. 20-30 hours a week. Flexible schedule. Good pay. Must have social security number. May 655-6551

PART-TIME childcare in Crocker area, 2 boys, 6 and 11. No housework 465-6691

NANNY Wanted! Full-time, live out, in Newborn home, Rockridge, CML and professional references. \$1600 per month. Town & Country Nannies 415-567-0956

BABYSITTER wanted, prefer Monday and Wednesday afternoons in my North Berkeley home. Adorable 1 year old boy. References required 525-1846

NANNY, 2 children (3 years, 16 months). Full-time. Berkeley. Conversational English. Reliable, energetic. 549-9000

BABYSITTER/ Housekeeper, 16 hours plus/week, afternoons/evenings for lively preschool boy. Need experience, excellent references, car. Full-time possible summer \$8/hour to start 528-8485

CHILD CARE for 3 children in Redwood Heights Tuesday, Wednesday, Friday 7:30-4:30. Need car 531-2767

CHILD CARE for 1 year old girl in North Berkeley, Monday-Friday, 7-9 p.m. Fluent English, experience and car required. Call evenings, 548-0950 La Salle Ave., Oakland 94611

NANNY/ Mother's helper. Orinda mother of newborn twins needs help 40 hours/week starting mid-March. Increase hours to \$5 per week. August when mother returns to work. Entails baby care, light housework/cooking. English speaking, home car, non-smoking. Strong references required. (510) 987-4477

CARETAKER for 10 weeks, for 8 year old boy Monday and Wednesday, 2:45-7:15, Saturday 9:30-3:30. Car needed. \$7/hour. Call Janet, 658-8867

NANNIES
Many jobs, full-time, part-time, live-in, live-out. No fee. Moms Away, 559-9195, 833-1140

CHILD CARE wanted. Part-time late afternoons for 5 year old girl. Car required, non-smoking. (510) 462-1957 evenings, (415) 692-7380 days

CHILD CARE for 4 and 4 year old in Piedmont. Pickup from school, light housework, 3 afternoons, 1 evening weekly. Experience, car, English speaking 547-8632, Nina

SEEKING experienced, English speaking nanny with car for 2 boys in upper Rockridge. Flexible 20-30 hours/week. 601-0297

410 Shared Childcare

SHARE our wonderful babysitter with 17 month old, Oakland Hills, 30 plus hours. She's loving, reliable, 10 years experience. Our daughter orders her. 639-7441 after 6 p.m.

CHILD to share our great nanny with 13 month son, Piedmont/ Montclair home with large yard 30 hours 339-3197, evenings

NANNY for 3 year old boy would like to share childcare. Our home 268-1974/208-3295

SEEKING both sister and infant to share babysitting. Looking for experienced, reliable, non-smoking after who loves kids. Upper Rockridge/ Montclair area. Prefer full-time, long-term share 428-2435

FAMILY day care in Kensington, age 0-4. Feel free to come and visit. Siomara, 528-8909. License #073400315

BEST of love and learning for all ages, Crocker area. Debra 763-7380. License #013411267

CHILD CARE: Field trips, art, dance, small group of 4. Ages 2 years-5 years. Julie 339-3087. #01021601

412 Babysitting Offered

EXPERIENCED, loving babysitter looking to care for 2 children, full-time. CPR. Your home 658-4334

LOVING childcare available in your, late evenings/night over nights. Experienced, references 483-7702

413 Home Health Care Offered

The following people would like to be hired as Home Health Care Providers. If you are looking for a job as a Home Health Care Provider, please see Categories 401 and 408

ABLE CARE INC.
Personal, quality 24 hour live-in care and companionship for the elderly and handicapped in the comfort and security of your own home. Bonded and insured. 510-685-4704

A CARING CONNECTION
Bonded, quality home care includes personal care, housekeeping, companionship. Call Karen, 524-8076

EUROPEAN woman looking for job as companion to elderly lady or gentleman, excellent references 515-6122

TENDER loving care in our home for your elderly loved ones. Call Eva at 525-9205

FINANCIAL

502 Business Opportunities & Services

Advertisers in this classification offer self-employment opportunities. An investment may be required

IS YOUR BUSINESS FOR SALE?
Interested in Acquiring Northern California Manufacturing or Distribution business with a potential for growth. The ideal business should require capital, marketing management and a unique product position.

If you are interested in selling all or part of your business, please send a brief business description and product brochure to: Box K, 6206 La Salle, Avenue, Oakland, CA 94611

NO experience necessary \$500 to \$900 weekly/ Potential processing machine refunds. Own hours. Call (818) 583-4200 ext. 2016 (24 hours).

503 Childcare Services

CPA REVEALS EIGHT TIPS TO LOWER YOUR TAXES

FREE 24 HOUR RECORDED MESSAGE
(510) 644-4267

FOR SALE

601 Antiques & Art

1915, LARGE iron wood/gas stove, grey enamel, 2ovens, broiler, burners \$1000 865-3770

CPA REVEALS EIGHT TIPS TO LOWER YOUR TAXES

FREE 24 HOUR RECORDED MESSAGE
(510) 644-4267

FOR SALE

601 Antiques & Art

603 Garage & Estate Sales

GARAGE SALE ADS?
See Clip 'n Go on the 1st page of Classified Ads

605 Home Furnishings

15th ANNIVERSARY SPECIAL
Buy 2 or more custom mini blinds this year and we'll clean them free of charge next year. Call Marsh Interiors at 868-7540 for details

MATTRESS Sets, Twin, \$89. Full, \$109. Queen, \$159. Sofa bed, \$299. Sofa with loveseat, \$399. Bunkbeds, \$299. Chest-bed, bedroom sets, roll-aways. Simmons, Sealy, Restonic. 444-1990

SOFA, loveseat, matching chair, Three months! Must call. From console display. Cost \$1195 sold \$395. 868-8127

ANTIQUÉ kitchen table and hutch, antique armchair, dresser, child's desk, wicker chair, wood shelves 251-2406

BEDROOM set, 4 piece, includes mattress, springs, frame, Italian Provincial, Drexel, \$1050. China cabinet \$1000. Sofa \$800. Miscellaneous furniture 658-7338

DINING room furniture, complete table with leaves, pads, 6 chairs, buffet, china cabinet. \$2000 658-6869

TWO lovely bookcases; one an arts and crafts, \$350 and 1775. Call Laurel 658-7851

FURNITURE for sale: 2 futon sofa beds, dining chairs, coffee table and more. 339-2443

WICKER loveseat \$250, matching chairs \$100 each. Set \$400, cocktail table \$100, Oriental rugs \$47-2852

606 Miscellaneous For Sale

BAHAMA Cruise, 5 days/4 nights underbooked! Must call \$279 for two, limited tickets. 500-414-4151, ext. 087, Monday-Saturday, 6 a.m.-7 p.m.

FIREWOOD, large supply at \$500 Coliseum Way, Oakland. Open 7-4:30 daily. Mixed wood cords, 1600, half \$85; Oak \$260, half \$140. Pick-up or delivery. Days 635-1779, evenings 437-9728

Overland Hills Swim and Tennis membership, includes fitness center \$450 530-9273

FIREWOOD, seasoned almond, \$195 per cord delivered 209-669-3724

SEASONED almond firewood, \$175/cord. Free delivery 635-1727, 638-1881 evenings.

FIREWOOD, split seasoned Eucalyptus/ Pine, \$139/cord, tax plus \$3/mile. 12c/ton picked up. Oak \$239 and \$229 339-8245

KEEP those New Year's resolutions! Montclair Swim Club family membership \$380 includes transfer fee 652-2928

EXECUTIVE office desk, 36"x66" and Credenza. Light oak. Excellent quality. Negotiable. Call 530-0775

STEEL buildings. Factory close-outs! One of a kind, specials, odds, ends. 24x36, 30x36, 36x72, 72x120. Call now, limited time! supplies! (415) 964-8964

MONTCLAIR Swim Club family membership \$150 plus transfer fee 339-2244

MONTCLAIR Swim Club Membership, \$200 plus \$100 transfer fee. 530-0466 or 653-2050

BEAUTIFUL, handmade rugs from South America. If interested, call Zachary, telephone: 763-7438

COLOR TV 19" RCA and VHS/ VCR. Both work great. \$70 each. 331-3631

\$375 NICE Large Cabinet/ Cupboard with 100 plus cookbooks from 1940's to Present. 522-6251

607 Miscellaneous Wanted

WANTED: An old train. Lone, Marx, American Flyer. Ives. 547-1278

BUYING
Diamonds, gold jewelry, rare coins, etc. Albany Coin Exchange, 1107 Solano Ave., Albany 526-4791

RECORD COLLECTOR
Pays for popular music stores for albums. All types of music. Daytime 528-2465

ANYTHING signed by Winnie Ruth Judd, a.k.a. Marian Lane, photos, documents, etc. Tal Kanying, Box 6294, Burbank, CA 91505 (818) 486-6469

JOJO Benito Upstate Boutique, New and Resale Designer clothing. We Consign! Buy, Every Day 1356 Park St., Alameda, 523-9688

608 Musical Instruments

PIANO 42" black Wurlietz. Beautiful condition. Moving \$1800. Call 530-0775

609 Pets - Care & Supplies

SEVEN year old Sharpe needs yard, Monday Friday, 7 a.m. 7 p.m. Will pay 883-1941

LUPE'S Happy Critics. All pets sitting service. house calls, walks, feedings, socializing, overnight visits 686-6360

RENTALS

PUBLISHER'S NOTICE

REAL HOUSING OPPORTUNITY

All real estate advertised in this newspaper is subject to Federal Fair Housing Act in 1968 which makes it illegal to advertise "any discrimination based on race, color, religion, sex, national origin, familial composition or mental and physical handicap, or an intention to make such preference, limitation or discrimination."

This newspaper will not knowingly accept any advertisement for real estate which is in violation of the laws. Our readers are hereby informed that all dwellings advertised in this newspaper are available on an equal opportunity basis.

Provide a service by Hills Newspapers, Inc. and the Oakland Office of REALTORS on behalf of REALTORS who are signatories on the Voluntary Affirmative Marketing Agreement.

704 Housing Wanted

RESPONSIBLE, professional woman in wheelchair needs accessible housing. One-two bedroom, to \$800 843-8822

FAMILY Seeks home in North Berkeley, Berkeley Hills, Albany, Elmhurst, Rockridge, Piedmont or Kensington. Three bedroom 2 bath \$1300 524-6916

RESPONSIBLE, professional woman and daughter seek spacious 3 bedroom, 2 bath home with lot to lease by March 1st in Ridgeway. Upper Sequoyia Hills, Crocker Highlands. Up to \$1750 (510) 330-3087

QUIET, comfortable woman with dog seeks cottage/home/apartment with yard Albany/ Fremont areas (510) 582-7375

706 Sublets & Short-Term Rentals

\$500 MARCH/April may, 1 bedroom, furnished, attractive. Quiet street off Grand Ave Deposit. (510) 939-9674

\$1100 MONTHLY. Sublet 2 bedroom penthouse. Montclair/Claire, Call 547-7510, leave message (510) 330-3087

Piedmont/Claire Classic, deck, yard, spa. No pets. Non-smoking. Short term. 869-4215

ROCKIDGE, 2 months, approximately May 1-June 1, 2-bedroom house. Yard \$1200/month 653-6482

CLEAN HOUSE AND MAKE MONEY! OUR GARAGE SALE ADS BRING BUYERS!

707 Vacation Rentals Bed & Breakfast

SKI North Tahoe, Donner Lake rental. Wood stove, sleeps 10. \$65/night 4400 week 510-530-8127

710 Studio Apt. Rentals Alameda

711 1 BED. APT. RENTALS Alameda

712 2 BED. APT. RENTALS Alameda

713 3+ BED. APT. RENTALS Berkeley

714 Albany & Kensington

715 Berkeley

716 Studio Apt. Rentals Berkeley

717 1 BED. APT. RENTALS Berkeley

718 2 BED. APT. RENTALS Berkeley

719 3+ BED. APT. RENTALS Berkeley

720 El Cerrito & North

721 Studio Apt. Rentals Alameda

722 1 BED. APT. RENTALS Alameda

723 Oakland & Piedmont

724 Studio Apt. Rentals Oakland & Piedmont

725 1 BED. APT. RENTALS Oakland & Piedmont

726 2 BED. APT. RENTALS Oakland & Piedmont

727 3+ BED. APT. RENTALS Berkeley

728 Studio Apt. Rentals Alameda

729 1 BED. APT. RENT

1 BED. APT. RENTALS Oakland & Piedmont

1 BED. APT. RENTALS
Bright and airy hardwood floors, elevators and off-street parking. Call Jim 452-1534.

SPACIOUS Lake area like new. Includes washer/dryer, garage. Call Jim 452-1534.

SPACIOUS Park Blvd., super spacious 1 bed, hardwood floors, washer/dryer. Cable ready. Call 452-1778.

1 BED. APT. charming, sunny older well-kept duplex. Deck, walk-in closet, off-street parking. Call 452-1778.

1 BED. APT. quiet 1 bedroom in fourplex, mini-blinds, cat okay. 833-1956, after 5:00 PM.

1 BED. APT. 1 bedroom, 2 large walk-in closets, dishwasher, carpet, garage, parking, call laundry on site. Call 452-1778.

1 BED. APT. 1 bedroom, 2 large walk-in closets, dishwasher, carpet, garage, parking, call laundry on site. Call 452-1778.

1 BED. APT. 1 bedroom in great 1930's building. Tons of storage, hardwood floors, laundry, parking, call laundry on site. Call 452-1778.

1 BED. APT. 1 bedroom, new carpet, new stove, covered parking, balcony, laundry, parking. Call 452-1778.

1 BED. APT. 1 bedroom in beautiful 1930's building. High ceilings, tile bath, laundry, one block from Lake. Call 452-1778.

1 BED. APT. 1 bedroom, modern, spacious, hardwood floors, balcony, parking. Call 452-1778.

1 BED. APT. 1 bedroom, charming well located near Grand Ave. area. Sunny, spacious, off-street parking. Available now. Call 452-1778.

1 BED. APT. Sunny, spacious 1 bedroom, secure Victorian. Close to transportation/ shopping. Call 452-1778.

1 BED. APT. Rockridge: shops, transportation, balcony, elevator, 5901 Broadway. Call 452-1778.

1 BED. APT. Grand Parking, garbage disposal, balcony, carpet, walk-in closet. Call 452-1778.

1 BED. APT. 1 bedroom, hardwood floors, garden, near Rockridge. Security deposit. Call 452-1778.

1 BED. APT. KINGSLEY KC. One bedroom, Victorian, call laundry, cat negotiable. Call 452-1778.

1 BED. APT. 1 bedroom, unfurnished, parking, walk to BART, near Jack London Square. Call 452-1778.

1 BED. APT. 1 bedroom, high ceilings, bay windows, very bright area. New carpets, laundry facility. Parking. Quiet, clean. Call 452-1778.

1 BED. APT. 1 bedroom, hardwood floors, garden, near Rockridge. Security deposit. Call 452-1778.

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\$1100 PIEDMONT Ave., sunny upper flat. Hardwood floors, washer/ dryer, parking. Pets negotiable. 729-7611.

\$1100 UPPER duplex, Greenwood Ave. off Park Blvd. 2 bedroom plus study. Formal dining. Large kitchen. No pets, non-smoking. 482-9054.

\$1350 LAKE Merritt Condo 2 bedroom, 2 bath. Panoramic view of Lake. New kitchen, washed oak cabinets. Master bedroom with marble bath. Deluxe wall-to-wall carpets. Agent 287-9686.

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727 3+ BED. APT. RENTALS Oakland & Piedmont

\$725 AND 800 Two bedrooms and 3 bedrooms or Lakeshore. Quiet, nice, clean, spacious rooms, carpet. Near transportation, shops. 415-221-8603.

\$795 UPPER Grand fourplex, 3 bedrooms, appliances, carpets. Parking. Near transportation, shops. Cat okay. 415-207-9798.

\$1015 THREE bedroom, 1 bath, spacious, quiet, new kitchen, charming yard, Laurel district. Agent 287-9686.

\$1025 PIEDMONT Ave. area on Gilbert, 3 bedroom, 1 1/2 bath townhouse. Dishwasher, yard, parking. 658-9990.

\$1100 THREE bedroom, 2 bath condominium, hardwood floors, fireplace, 2 balconies, new paint, pool, sauna, parking, security. Above I-580 between Grand and Piedmont Avenues, at 500 Vernon St. 658-0874.

\$1350 GROUPS Welcomed. 5 bedroom, 2 bath, remodeled fourplex. 4164 Emerald (Bus) BART. 452-1676; 652-9321.

\$1350 ROCKIDGE/ PENTHOUSE. Sunny, spacious 3 bedroom, 2 bath, great views, private elevator entrance, pool, off-street parking. Close to transportation/ shopping colleges. 655-5970 or 601-1694.

\$1600 PENTHOUSE, entire top floor, 3 bedroom, 2 bath. 1-800-666-1775 ext. 32196.

728 San Leandro & South

\$300 CHARMING 1 bedroom, hardwood floors, separate dining area, private yard, garage. 347 Lafayette Ave. San Leandro. 415-554-0581.

\$750 PLUS deposit. Spacious, attractive first floor apartment, 2 bedroom, 1 1/2 bath, carport, storage, laundry, quiet building on a nice street, near shopping and BART. Available early February. 475 Juana Ave. 482-0567.

\$1150 LOVELY waterfront duplex, secluded, 2 bedroom, quiet neighborhood. 895-5498, 2- 8 p.m.

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\$1100 ELEGANT 1 bedroom cottage. Fireplace, lovely secluded yard with hot tub and deck, tastefully remodeled kitchen and bath, hardwood floors, on Cornell Ave. only a short walk from Solano Ave. Garage, washer and dryer, gardeners included. Available for one or two year lease. 428-1864.

737 Berkeley

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\$700 CHARMING Elmwood cottage, landscaped, sunny, lot, utilities included, pet negotiable, available February 1, 845-6107.

\$750 HILLSIDE studio. Furnished, utilities negotiable. Fireplace, Bay view, deck. Panoramic Way. #34855-B. Homefinders 549-6450.

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\$450 BEAUTIFUL 1 bedroom cottage. Sunny, bright, Peace and quiet. Yard. 3616 1/2 High St. (415) 584-3898.

\$550 ONE bedroom sunny cottage, \$750 deposit. New carpets. 3537 Laguna. Available now. Rita, 531-4790.

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\$675 COTTAGE duplex, Fruitvale, hardwood floors, big yard. Washer/ dryer hookup, creek. Funky fun. 482-3800.

\$775 MONTCLAIR cottage 1 bedroom, fireplace, washer/ dryer, new carpet, occupancy rate, 339-1093.

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745 Alameda

\$1150 BRAND new, 3+ bedroom duplex, double garage, laundry hook-up, landscaped. Quiet area. 584-2942.

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753 2 BED. HOME RENTALS Berkeley

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BROOKS Electric Co. 510-841-4099. Residential and Commercial. Do own work. License #383332.

915 Floors & Carpets

CARPET REPAIR

Seems, restitching, installations, new and used. Carpet sales. Serving all areas 229-2207. References. 25 years experience.

SHOWROOM FLOORS

Refinish, installation, repair wood floors. Free estimate. Insured. License #530692. (510)548-2010; pager (510)977-4458.

A.Y. HARDWOOD FLOORS

Installation, refinishing, small jobs, repairs. Insurance work. Fast, friendly service. 15 years experience. 540-4829; (pager) 419-8486.

916 Furniture Refinishing & Repair

QUALITY Craftsmanship: Restoration of antiques, fine furniture and kitchen cabinets. Rick de la Torre 532-0814.

917 Gardening

JOSE'S GARDENING AND TREE SERVICE

Brush clearing, lot and yard clean-up and general maintenance. Rototilling. Drainage. Retaining walls. Concrete work. Very reasonable, free estimates.

510-534-3098

HOMESIDE

Gardening Services. General clean-up, new lawns, sprinkler systems. Fences, drainage, concrete, driveways, asphalt, bricks, retaining walls, hauling. Free estimates. 16 years experience.

510-482-2637

SUMA LANDSCAPING

Providing quality services since 1977, including design, installation, construction, stonework, irrigation, lighting and maintenance. Commercial and residential. License #665032. 261-3585.

LEAF IT TO Us!! Wonderful drought tolerant and cottage gardens, trees, shrubbery, rock work, ponds, drip, weeding. Quality maintenance. (510)482-4419.

ENCHANTED GARDENS

20 years of professional landscaping and maintenance service. We provide extensive local knowledge and references. It is a part of the garden, we can design, install or repair it. License #706067.

MARTY GROSS

ALL SEASONS

Yard Cleanup, new lawns/ fences, complete hauling. Friendly service. References. David 697-5334. 653-0445.

FIRE Safety Clearing. Winter clean-up! Poison oak, yard clearing, hauling. Insured, references. Teo Carione, 527-7536.

OVERGROWN gardens tamed; fine pruning of shrubs and trees (Winter: fruit trees, deciduous shrubs); in Montclair, David Mouton, 653-7167.

ERDEM LANDSCAPING

Complete landscaping, installation, renovations, irrigation systems. New lawns, pruning, planting, clean-ups. #645784. 866-9607.

FRUIT tree and rose pruning/ dormant spray. Super nutritional fertilizer worked into soil for great rose production next season. Perennial pruning/ shaping/ division. 652-4692.

MONET'S Garden. Gardeners with the artistic edge. For free estimates call 510-527-2229.

KEEP IT Green but Trim Co. Gardening service specialist. Yard maintenance-Pruning. Clean-ups and Hauling. Insured, low rates, free estimates. Al Quintor. Phone (510)433-2855.

HOLLAND'S FINEST

Pruning time! Fruit trees, roses, spraying, plant, ing, rototilling, maintenance. Horticultural degree. Hans 658-7753.

917 Gardening

WORKING Hands Gardening Services. Landscaping, trimming. Own pickup truck/ tools. Available anytime. Yoo Saeghean 535-1579.

KAO'S Gardening- lawns, garage and basement clean-up. Blackberry and ivy. Lot clearing. Free estimates. 536-8696.

L&L Gardening. Affordable, quality, general maintenance, mowing, pruning, clean-up, hauling. Estimates. 769-8819.

GARDENS I tend get inspiration, planning and concentration. Excellent references. Free estimates. Eric Rasmussen 433-7260.

KNOWLEDGEABLE, experienced landscaping student, all aspects construction/ maintenance, lawns, fences, gutter cleaning, drains. Eric 357-5108.

VISION LANDSCAPING

Design, installation, maintenance. License #536987. 444-1431.

918 Handyperson

Workshop On Wheels

Electrical, plumbing, carpentry, etc. Small job specialists. Experienced, friendly, reliable. Baileyworks 549-1788.

REPAIRS- dry rot, bathroom walls, fences, porches, plumbing, electrical, water heaters. Painting. #656156. Dave 521-7419.

RELIABLE quality home repair, doors and locks, electrical, plumbing, tile, brick, decks. References. 331-1209, Andy.

"Always...The Best"

Home Repairs

Electrical • Plumbing • Carpentry
Painting • Drywall • Tile • Doors
Roofing • Decks • Fences & More
24 years experience.
9-7 M-F & 10-4 Sat

Insured 339-1616 Lic#459694
The Friendly Professional Company

HOUSEHOLD REPAIRS

Small jobs specialty. References, mature, dependable. Montclair resident. Quick response. Call Mac-Fixit 339-6571.

S.A. HANDYMAN SERVICES

Tile, linoleum, plumbing, fences, roofing, painting, home improvement. Excellent references. 848-3832; 553-2857.

HANDYPERSON- 20 years experience. No job too small. Pager (510)678-9602. Reasonable rates.

"HONEY...DO" REPAIR, INC.

Plumbing, Electrical, Gutters, Doors, Windows, Caulking and more.
839-7800

FLYING Dutchman Handyman. All around home improvement, maintenance. Plumbing, electrical, carpentry, Windows, doors, locks, miscellaneous assembly and installations. Ron 848-6996.

S.O. HANDYMAN SERVICES

Tile, fences, gates, yard cleaning, window repair, small jobs. Quick response. Lowest prices in the market. Pager (510)639-6332; 835-3445.

919 Hauling

MONTCLAIR District. \$5 loads (minimum). Haul anything daily. Also other light things by truck. Peter Van Deusen, 339-1019.

DAVID'S HAULING

Yard work, transport. Fire safety work, demolition. Prompt, friendly. Local references. 697-5334. 653-0445.

HAULING and removal, yard cleaning, garage cleaning, relocations, estate cleaning, general demolitions, etc. References. 527-8308.

BEST Price-bobcat services. Dirt, concrete removal. Yard, lot clean-up. Free estimates. Pager 615-1366; 524-4777.

COMPLETE Hauling- Garages, yards, estates, relocations, removal of furniture, sheds, etc. For prompt courteous service call Randall, 526-5753.

HAULING, clean-up garage, yard, trees, roof house. Seven days. Call Pedro 237-8019; pager 539-0503.

THE BEST HAULING

Garage, basement clean-up. Residential/ commercial. Dirt, concrete removal, demolition. Free estimates. (510)235-2315.

Roofing
Shamrock Enterprises
 1502-1502 Roofs and Gutters - 10% Discount
 References. Mortar/repair. Free
 estimates. Call 552-1116

Roof Maintenance, all types roof
 Oakland. No job too small.
 Call 552-1116

COLLINS ROOFING
 Residential. Quality Work/Reasonable
 Prices. Free estimates. License #659711.

REPAIRS in the repair/ replacement of flat
 roof problems. No job too small we do
 whatever you want. #655556. Ask for Art
 #655556

LEVI ROOFING
 want to qualify. All types. Experienced
 price. License #500980. Call
 #4780. (800)945-0297

Tax & Accounting
 professional, federal state income tax
 preparation. Affordable prices. Dave's tax
 #112-9225

Tile Work
 professional, federal state income tax
 preparation. Affordable prices. Dave's tax
 #112-9225

TILE CONTRACTOR
 tile, marble, granite, slate installations.
 experienced. Recommended by Trades
 Council. Free estimates. Portfolio, references,
 #550006. Bruce Freedman, 547-6289.

SIRAMICK TILE
 tile, marble, granite, slate installations.
 experienced. Recommended by Trades
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AESTHETICS TILE
 tile, marble, granite, slate installations.
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ARTISTIC TILE
 tile, marble, granite, slate installations.
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Tree Service - Licensed
 tree, marble, granite, slate installations.
 experienced. Recommended by Trades
 Council. Free estimates. Portfolio, references,
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DIAMOND TREE
 tree, marble, granite, slate installations.
 experienced. Recommended by Trades
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B & Tree Service
 tree, marble, granite, slate installations.
 experienced. Recommended by Trades
 Council. Free estimates. Portfolio, references,
 #550006. Bruce Freedman, 547-6289.

COASTAL TREE
 tree, marble, granite, slate installations.
 experienced. Recommended by Trades
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Tree Work
 tree, marble, granite, slate installations.
 experienced. Recommended by Trades
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Upholstery
 tree, marble, granite, slate installations.
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HOLSTERY • PILLOWS
 tree, marble, granite, slate installations.
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Window Cleaning
 tree, marble, granite, slate installations.
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BARCK Window Cleaning
 tree, marble, granite, slate installations.
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PROFESSIONAL WINDOW CLEANING
 tree, marble, granite, slate installations.
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Wordprocessing
 tree, marble, granite, slate installations.
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WORDPROCESSING
 tree, marble, granite, slate installations.
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339-8077
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Public Notices
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 #550006. Bruce Freedman, 547-6289.

Public Notices

This business is conducted by Individuals.
 Husband and Wife.
 Statement was filed with County Clerk of Contra
 Costa County on December 8, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7217
 The Name of the Business:
 A & P Payroll Services, 1794 Douglas Terrace,
 Pleasant Hill, CA 94523.
 Is hereby registered by the following Owner:
 Joseph Fucito, 1794 Douglas Terrace, Pleasant
 Hill, CA 94523.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 8, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7399
 The Name of the Business:
 Summit Intermediate School, 5523 Santa Cruz
 Ave., Richmond Annex, CA 94804.
 Is hereby registered by the following Owners:
 Margaret Skaug, 45 Senior Ave., Berkeley, CA
 94708.
 Shirley Richardson, 2315 Durant Ave., #602,
 Berkeley, CA 94704.

This business is conducted by a General Partnership.
 Statement was filed with County Clerk of Contra
 Costa County on December 19, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7396
 The Name of the Business:
 National Career Center, 1700 Concord Ave.,
 #295, Concord, CA 94520.
 Is hereby registered by the following Owner:
 Dr. Larry Westerman, 796 Fletcher Ln #307,
 Hayward, CA 94544.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 19, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7367
 The Name of the Business:
 Maid For Pets, 191 Dekar Street, Pacheco, CA
 94553.
 Is hereby registered by the following Owner:
 Judith I. Papas, 191 Dekar Street, Pacheco, CA
 94553.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 18, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7402
 The Name of the Business:
 Professional Lock & Safe, 5702 Marsh Dr., Suite
 H, Pacheco, CA 94553.
 Is hereby registered by the following Owner:
 Joe Vanadrighem, 1232 Raymond Dr.,
 Pacheco, CA 94553.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 19, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7200
 The Name of the Business:
 Hands On Management, 2173 Morello Ave.,
 Pleasant Hill, CA 94523.
 Is hereby registered by the following Owner:
 Margaret Schreiber, 2173 Morello Ave., Pleasant
 Hill, CA 94523.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 7, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7519
 The Name of the Business:
 Jenor, 1439 Parkhaven Drive, Pleasant Hill, CA
 94523.
 Is hereby registered by the following Owners:
 Paul L. Smith, 1439 Parkhaven Drive, Pleasant
 Hill, CA 94523.

This business is conducted by Individuals.
 Husband and Wife.
 Statement was filed with County Clerk of Contra
 Costa County on December 27, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-0909
 The Name of the Business:
 Asun Trading Co., 324 2nd Ave. S., Pacheco, CA
 94553.
 Is hereby registered by the following Owner:
 Zisan Fu, 324 2nd Ave. S., Pacheco, CA
 94553.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on January 2, 1996.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7375
 The Name of the Business:
 Leffie and Associates, 5328 Cantanaro Way,
 Antioch, CA 94509.
 Is hereby registered by the following Owner:
 Verdon McLeod, 5328 Cantanaro Way, Antioch,
 CA 94509.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 18, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7529
 The Name of the Business:
 P.M. Wirtz, 54 Cowper Ave., Kensington, CA
 94707-1045.
 Is hereby registered by the following Owner:
 Paul Moore Wirtz, 54 Cowper Ave., Kensington,
 CA 94707-1045.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 28, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7188
 The Name of the Business:
 Independence in Living Skills, Unlimited, 163
 Lorelei Place, Pleasant Hill, CA 94523.
 Is hereby registered by the following Owner:
 Judith D. Wagner-Scott, 163 Lorelei Place,
 Pleasant Hill, CA 94523.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 7, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7371
 The Name of the Business:
 Hilltop Construction, 310 29th St., Richmond, CA
 94804.
 Is hereby registered by the following Owner:
 Lee Loftin, 484 Deer Creek Dr., Vacaville, CA
 95487.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 14, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7777
 The Name of the Business:
 Family Travel, 837 Carpetta Circle, Pittsburg, CA
 94565.
 Is hereby registered by the following Owner:
 Ariel M. Arino, 837 Carpetta Circle, Pittsburg,
 CA 94565.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on January 3, 1996.
 The Journal January 11, 18, 25, February 1,
 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7484
 The Name of the Business:
 California Team, 1995 Detroit Ave., #205,
 Concord, CA 94520.
 Is hereby registered by the following Owner:
 Patricia Navarrete, 1995 Detroit Ave., #205,
 Concord, CA 94520.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 26, 1995.
 The Journal January 25, February 1, 8, 15, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-269
 The Name of the Business:
 T. Beer & Co., 5200 Solano Avenue, Richmond,
 CA 94805.
 Is hereby registered by the following Owner:
 Susan Beatrice Taubman, 5200 Solano
 Avenue, Richmond, CA 94805.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on January 2, 1996.
 The Journal January 25, February 1, 8, 15, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-109
 The Name of the Business:
 Let's Travel, 317 Brookview Dr., Oakley, CA
 94561.
 Is hereby registered by the following Owner:
 Janet L. Mendes, 317 Brookview Dr., Oakley,
 CA 94561.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on January 5, 1996.
 The Journal January 25, February 1, 8, 15, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-255
 The Name of the Business:
 Fanny Cherris, 1564 Springbrook Rd., Walnut
 Creek, CA 94596.
 Is hereby registered by the following Owners:
 Francis Callan, 1564 Springbrook Rd., Walnut
 Creek, CA 94596.
 Catherine Jane Callan, 1564 Springbrook Rd.,
 Walnut Creek, CA 94596.

This business is conducted by Individuals.
 Husband and Wife.
 Statement was filed with County Clerk of Contra
 Costa County on December 29, 1995.
 The Journal January 25, February 1, 8, 15, 1996.

Public Notices

**STATEMENT OF ABANDONMENT OF USE OF
 FICTITIOUS BUSINESS NAME**
 File No. 95-2595
 The following persons have abandoned the use of
 the fictitious business name Medical Research
 Information at 3597 Cardinal Drive, Concord, CA
 94520.

The fictitious business name referred to above
 was filed in the County of Alameda on April 28,
 1995.
 Mary Mihale, 3597 Cardinal Dr., Concord, CA
 94520.
 Dr. John P. Toth, 2299 Bacon St., Suite 10,
 Concord, CA 94520.
 Shaun Mihale, 3597 Cardinal Dr., Concord, CA
 94520.

This statement was filed with the County Clerk
 of Contra Costa County on December 29, 1995.
 The Journal January 11, 18, 25, February 1,
 1996.

PUBLIC HEARING NOTICE
 NOTICE IS HEREBY GIVEN, that the City Council
 has set a public hearing for **MONDAY,
 FEBRUARY 5, 1996, at 8:00 p.m.**, or as soon
 thereafter as possible in the City Council Chambers,
 1000 San Pablo Avenue, Albany.
 The purpose of the public hearing is to consider
 the vacation of a public easement over San
 Gabriel Avenue, north of Brighton Avenue to the
 El Cerrito City limits.

Persons interested and desiring to be heard
 should be present at the time and place men-
 tioned above, or send written comments to the
 City Council at 1000 San Pablo Avenue, Albany,
 CA 94706.

**THIS NOTICE IS GIVEN PURSUANT TO THE
 DIRECTIONS OF THE ALBANY CITY COUNCIL.**
 JACQUELINE L. BUCHOLZ, CMC
 CITY CLERK

Posted: City Hall, Library & Fire Department
 Published: The Journal, Thursday, January 25,
 1996

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7444
 The Name of the Business:
 Amnara Marketing Group, 103 Deatur Ct., Her-
 culides, CA 94547.
 Is hereby registered by the following Owner:
 Aramesa Investing, 103 Deatur Ct., Her-
 culides, CA 94547.

This business is conducted by a Corporation.
 Statement was filed with County Clerk of Contra
 Costa County on December 21, 1995.
 The Journal January 18, 25, February 1, 8, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7676
 The Name of the Business:
 Kirka Collectibles, 2221 Crestview Dr., Pittsburg,
 CA 94565.
 Is hereby registered by the following Owners:
 Kirk Allen Pittman, 2221 Crestview Dr., Pittsburg,
 CA 94565.
 Mary Winifred Pittman, 2221 Crestview Dr.,
 Pittsburg, CA 94565.

This business is conducted by Individuals.
 Husband and Wife.
 Statement was filed with County Clerk of Contra
 Costa County on December 29, 1995.
 The Journal January 25, February 1, 8, 15, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7561
 The Name of the Business:
 Charter Express, 1325 Everett St., El Cerrito, CA
 94530.
 Is hereby registered by the following Owner:
 Scott Rodman Luckin, 1325 Everett St., El Cer-
 rito, CA 94530.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 29, 1995.
 The Journal January 25, February 1, 8, 15, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7103
 The Name of the Business:
 Fifteen Candies Investment Club, 4791 Burgundy
 Drive, Oakley, CA 94561.
 Is hereby registered by the following Owners:
 Lisa Walters, 2110 Marsh Ave., Pittsburg, CA
 94565.
 Regina Coleman, 5060 Mesa Ridge Dr., Antioch,
 CA 94509.
 Sandra Jones, 5982 Hillcrest Dr., San Pablo,
 CA 94606.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 14, 1995.
 The Journal January 18, 25, February 1, 8, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7385
 The Name of the Business:
 Bulluck Family Farm, 4566 Berk Ave., Richmond,
 CA 94804.
 Is hereby registered by the following Owner:
 Nancy C. Bulluck, 4566 Berk Ave., Richmond,
 CA 94804.

This business is conducted by a Limited Liability
 Co.
 Statement was filed with County Clerk of Contra
 Costa County on December 19, 1995.
 The Journal January 18, 25, February 1, 8, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7407
 The Name of the Business:
 1) Quality Print/Copy 2) Asian/American Connection,
 150 Clyde Ave., Pittsburg, CA 94565.
 Is hereby registered by the following Owner:
 Mercedes P. Johnson, 156 Clyde Ave., Pittsburg,
 CA 94565.

This business is conducted by an Individual.
 Statement was filed with County Clerk of Contra
 Costa County on December 20, 1995.
 The Journal January 18, 25, February 1, 8, 1996.

FICTITIOUS BUSINESS NAME STATEMENT
 File No. 95-7418
 The Name of the Business:
 A To Z Personal Assistance, 224 Via Mirlo, San

Letters

Continued from page 2

Fed up with Brodsky

Editor:

I can no longer sit back and watch as Albany Mayor Mike Brodsky spreads his lies about anyone and everyone who opposes his cardroom. In recent weeks, it seems, he has stepped up his assaults on the characters of those who would dare stand in his way. He has sought audience with the Berkeley City Council, the San Francisco Bay Chapter of the Sierra Club, and the readers of *The Journal* and other local newspapers, to name a few.

To each Mr. Brodsky makes knowingly false accusations concerning the members of the Citizens for Responsible Government (CRG), the group that has challenged his plans for "Casino Labroke." He has called them right-wing fundamentalists, when there is not so much as a moderate Republican among them. They are all either registered Democrats or Greens, with no particular religious affiliations. Furthermore, they are all hard working citizens, most of whom (unlike Mayor Brodsky) are trying to raise children here in Albany. In addition, he has falsely accused them of "moral antipathy to gambling" when their aversion is only to traffic, pollution, crime, and corruption. He has claimed that CRG is a "front group" for the Oaks Card Room, when he knows full well that CRG has steadfastly refused to take, and has not taken, any money from any card club, including the Oaks, at great personal cost to its members, I might add.

At the same time that Mr. Brodsky has been violating ethical standards of behavior, he has been circumventing the ideals of the democratic process. He has rescinded every policy, practice and rule that has gotten in his way. He proposed private meetings with Berkeley City officials to silence their criticisms of the Albany cardroom. He supported Elizabeth Baker in her scheme to remove cardroom opponents from the Planning and Zoning Commission and the Waterfront Commission — bodies that will play key roles in the permit process for "Casino Labroke." He voted to rescind a long-standing policy, allowing himself to be mayor for an extremely rare second consecutive term.

With his unfounded attack on well meaning citizens, his violations of ethics and principles of good government and his blatant disregard for regional welfare, Mr. Brodsky gives the appearance of a desperate man. Could it be that Labroke is turning up the heat on Mr. Brodsky, demanding quick return on the hundreds of thousands of dollars it has invested in this ill-conceived project? Is this a sample of what we have to look forward to if and when "Casino Labroke" revenues come to dominate the Albany budget?

Bruce Downing
Albany

Time to take back EC Plaza

Editor:

After reading the article titled "Bilak Cuts Plaza Property Value" I felt a great sadness. Especially when I started to reminisce about the happiness and pride I have grown accustomed to during my 35-years of living in this community. I questioned myself about what has happened to the jewel of the Bay Area where festivals and art shows took place? What happened to the unique and elegant shops that once bloomed throughout the Plaza? What happened to the shoppers who brought life and laughter to a place known as the place to be in! No, I should not go on asking questions for I might fall into a state of despair! What I should do is to get angry. Yes, angry along with all those city "fathers and mothers." Those hard working and proud citizens who made this community what it is. But wait....are these beautiful people still around? Are they here with us? Are they dead? Or have they simply given up their pioneer spirit and abandoned their

community? Heavens no. That is impossible.

They are there and they are saddened and angered just as I am. They are asking the same questions, wondering how can one absentee landlord hold an entire community, including its government, hostage for the gain of a few dollars?

Of course Mr. Bilak is an investor who is looking after his own interest. But even if it means the destruction of this commu-

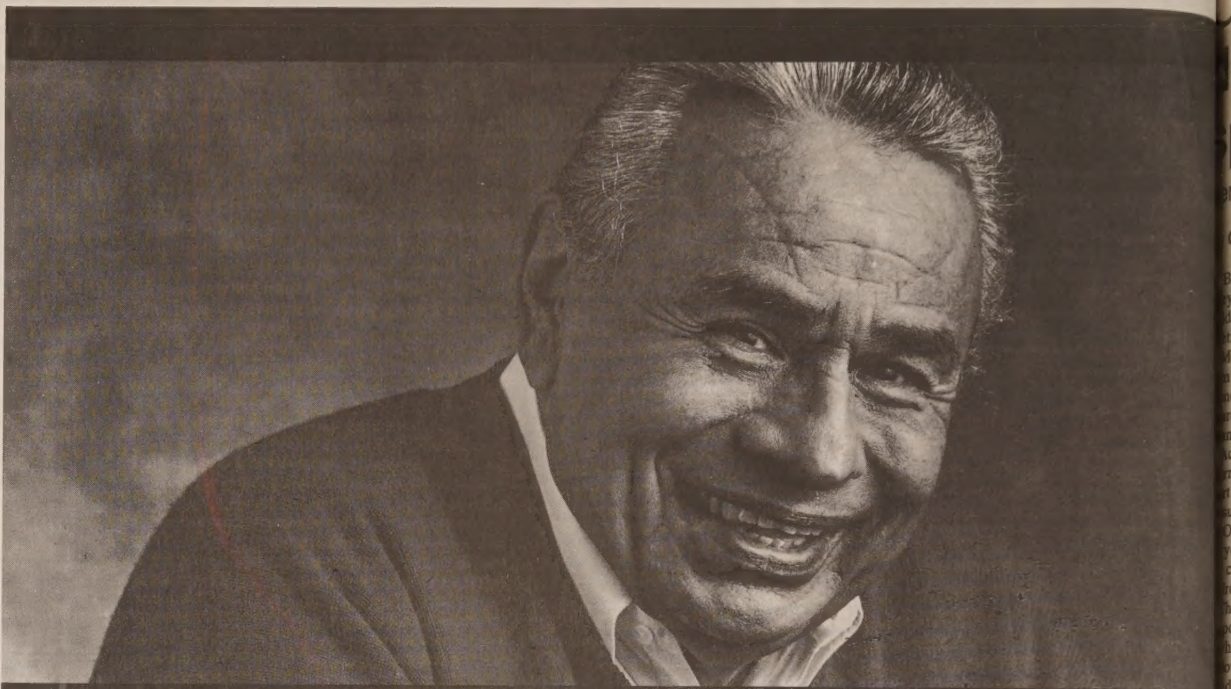
nity? That is impossible, because if this community prospers even Mr. Bilak will prosper with it. What we are trying to do to the Plaza is honorable, we are trying to restore its past and put it back on the map. To make it beautiful again so business and shoppers can return to the proud Plaza that it can be. Is this too much to ask? Of course not, because the people of El Cerrito wish that to happen.

What is the solution? Is it beyond our reach? Is there an

answer to our dilemma or if you wish — our prayers? The solution is a very simple one and the time is perfect for it. It so happens with grave sadness that the Emporium is closing its doors forever and the small businesses surrounding the Emporium may have a difficult time. The gridlock for improving the Plaza is still in place and so forth and so on.....but the silver lining is that Mr. Bilak has provided us with a practical solution. He lowered the

value of the El Cerrito Plaza to a ridiculous level...only \$5 million dollars for the entire property! Imagine...only \$5 million dollars will buy the Plaza? How lucky can you get? Wake up my fellow El Cerritans Wake Up! Our wish has come through. It is time for action not belly aching! All we have to do is mobilize behind city hall and pass a bond to buy our Plaza back and free ourselves from Mr. Bilak and as the proud owners we will put owner

creativity to work and a dream come true for a people all love and cherish, and anybody say we cannot because we have done it for the schools when we the fire and police when and now for our Plaza we knows it is needed. Let the past and bridle the us make our Plaza the rest of the Bay Area. Emeryville can do it too. Ziad Shamoun



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